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"THE MEXICAN SITUATION'S EFFECT ON THE GRAIN TRADE"

THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXV.

CHICAGO, ILLINOIS, AUGUST 15, 1916.

No. 2.

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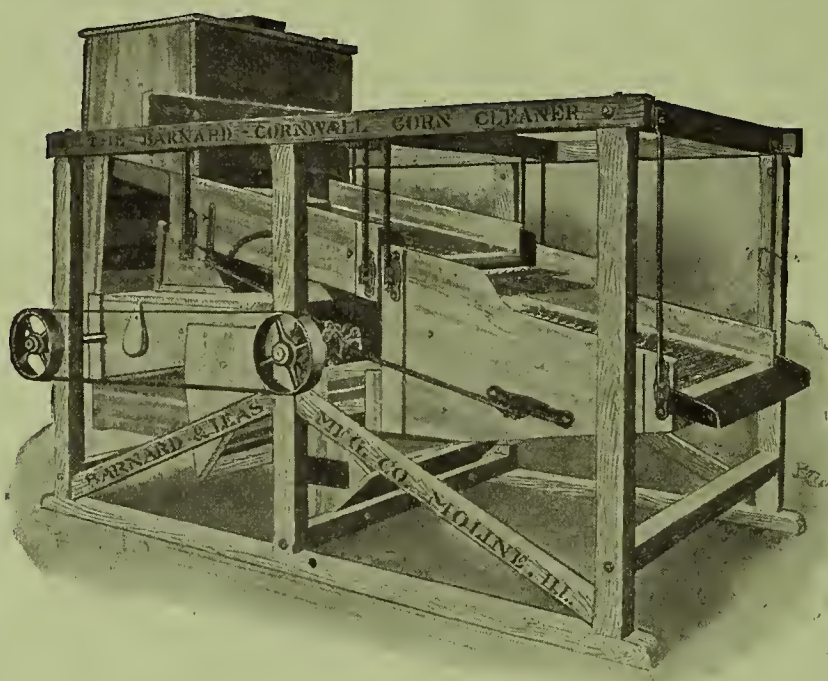
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Will clean wheat, oats and other grain as well as corn.

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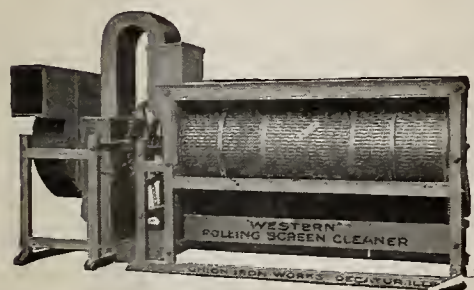
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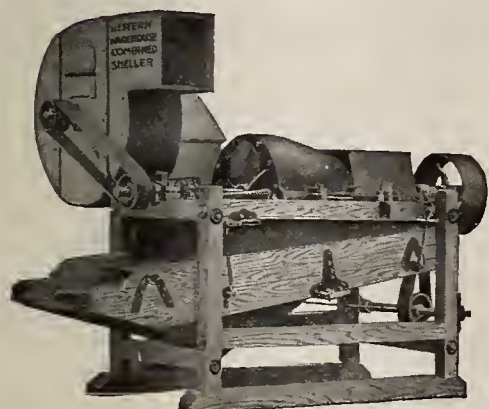
"Western" Regular Warehouse Sheller



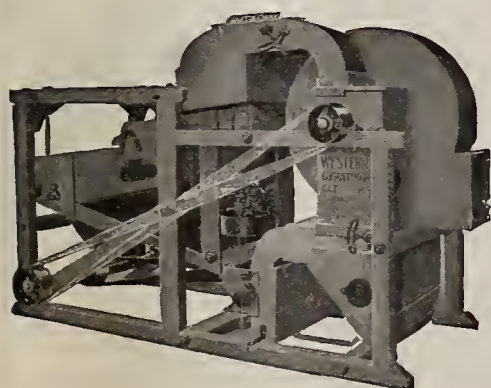
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It sells second and third orders of Western machinery to the same men.

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Complete line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.

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"Capacity is Large and Certainly Makes Very Thorough Separation"

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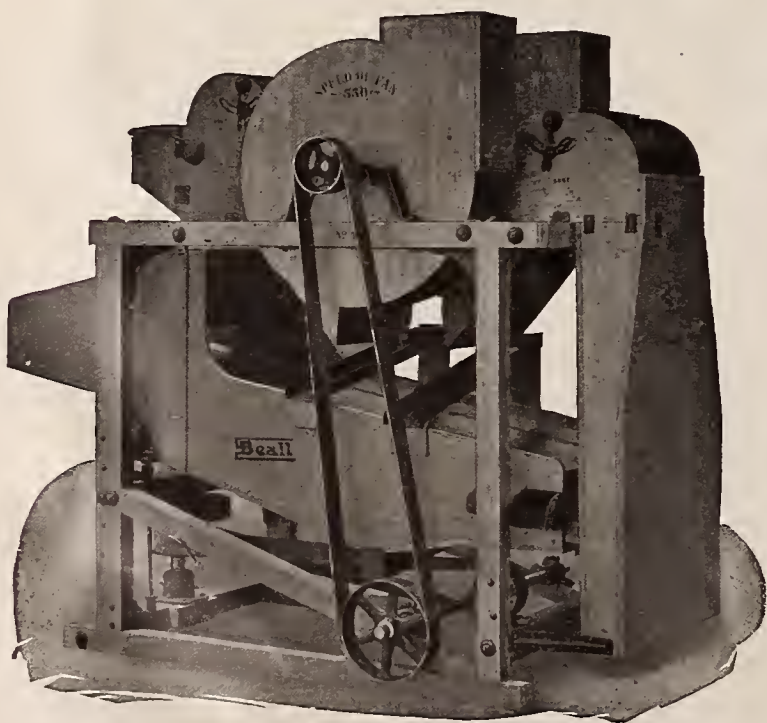
We sell a large amount of seed wheat to the farming community here and they receive the wheat in such perfect condition for seeding that there is no room for them to fault the seed they get or object to the strong price we charge them for perfectly cleaned wheat, and at the same time we have taken nothing from the wheat but what should go into screenings and into the chaff pile.

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- 1st. It has a rotating motion, slow speed and perfect balance.
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The "Midget" Marvel Mill sounds the knell of old-fashioned roller milling. Progressive millers are revolting against the disadvantages of the long system process, such as stair-climbing, choking spouts, shut-downs, superfluous grinding and bolting machinery, attrition flour, etc. To say nothing of the very narrow profits.

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We are more than well pleased with this business and thank you for the interest you have taken in us.

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It explains just how the greater profits are to be obtained. It tells the personal experiences of owners of "Midget" Marvel Mills. It shows you that

once the housewife tries the flour made by "Midget" Marvel Mills, she will have no other. It explains that this flour retains all the flavor and sweet aroma of the grain because the volatile oils are not evaporated. The flour is sweeter and purer. It has more strength, and it contains the natural, nutty flavor. This book also tells you about our other new book, Confidential Selling Plans, and how we help our owners build up profitable businesses.



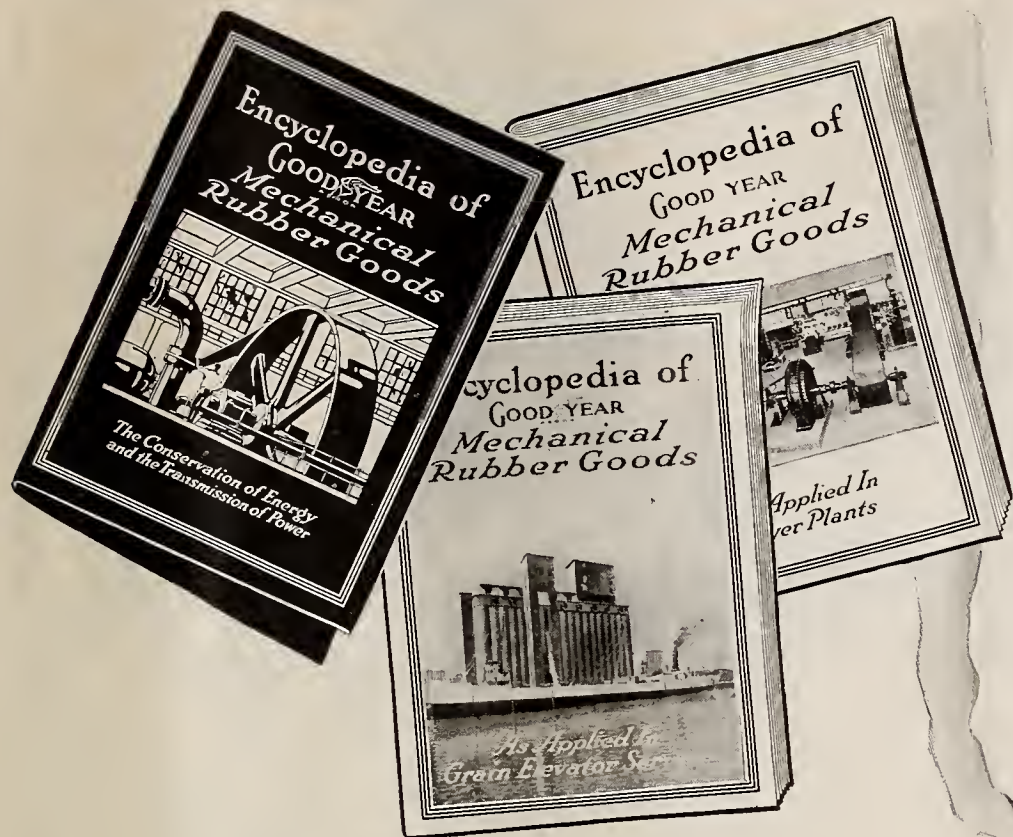
Don't Wait Longer

A "Midget" Marvel Mill means more money from a lesser investment. Then, easier sales and quicker returns. We maintain a service department which guides you daily in the operation of your mill. The yield and quality of flour must be up to standard. Every "Midget" Marvel Mill is operated under the direction of our experts, through the Service Department. This Service Department also creates a national demand for "Midget" Marvel Flour, and helps the owner to advertise and sell his flour, to buy wheat, to buy bags and supplies. We know of no other concern in the world which offers the same service. It costs owners nothing. You are really doing yourself an injustice if you do not have complete knowledge of what "Midget" Marvel Mills will do. You surely want to be in touch with the latest developments. Write today for our book entitled, "The Story of a Wonderful Flour Mill." It is free. But don't delay.

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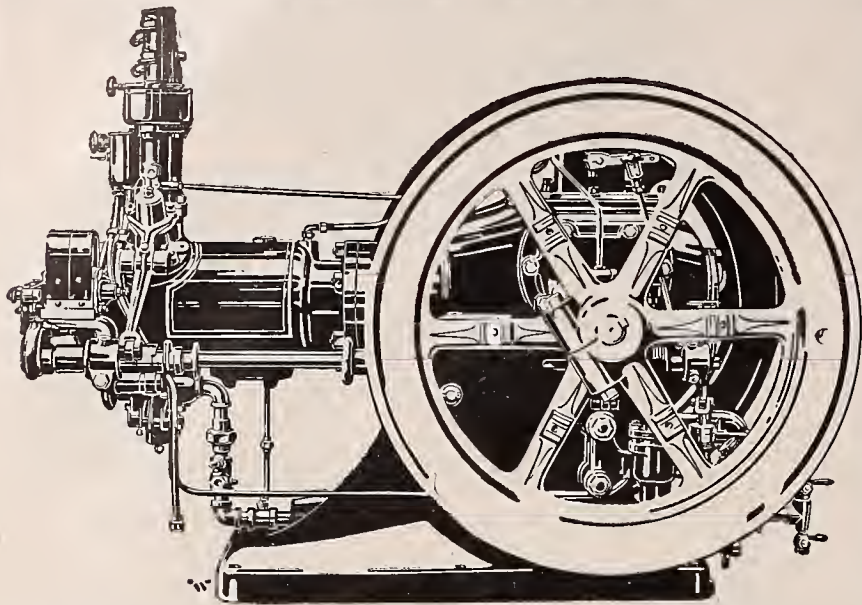
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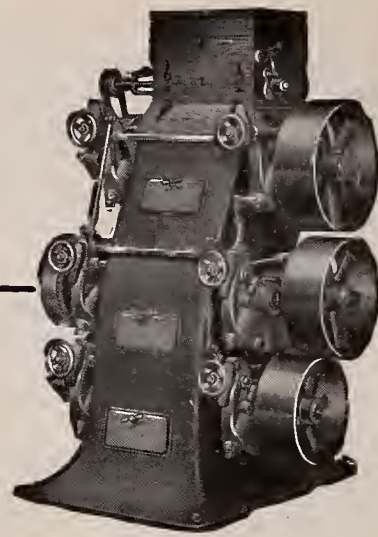
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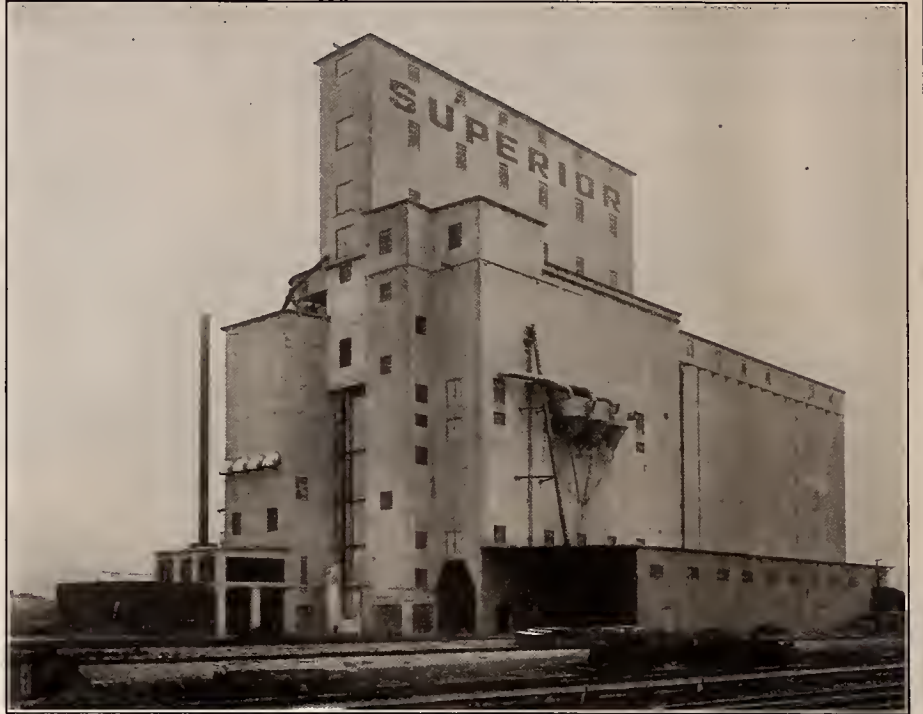
Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

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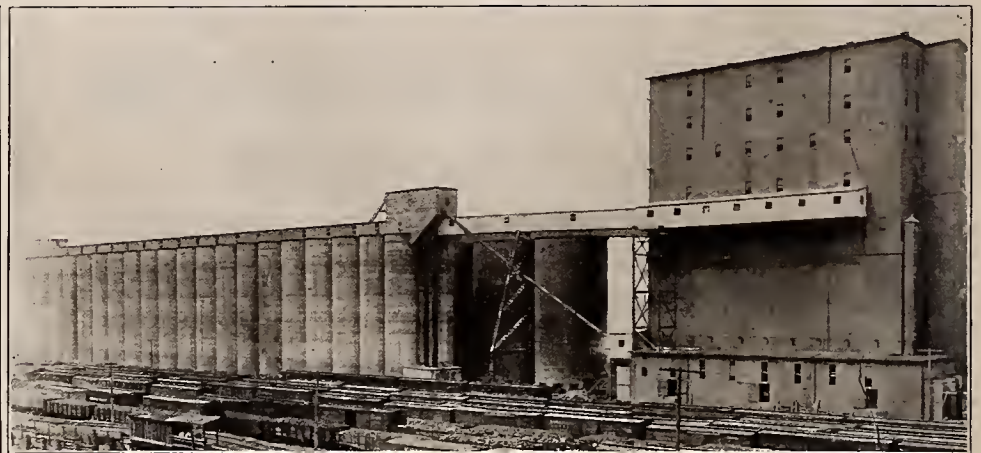
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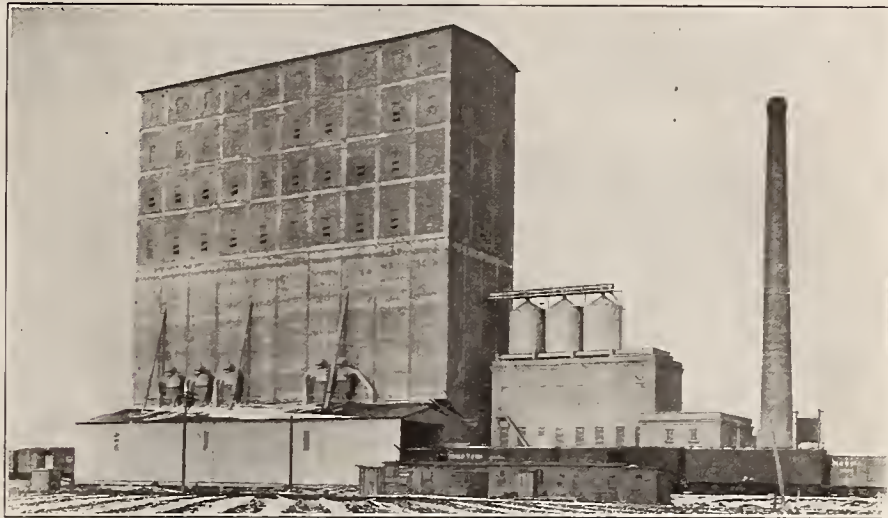
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The reason for this is that there is fifty-eight years of experience built into every belt, and it comes out in satisfactory service.

The varied conditions under which GRAIN ELEVATOR BELTS must necessarily operate, have been the subject of careful study and investigation by this company. The result is SATISFACTORY SERVICE under the most strenuous test.

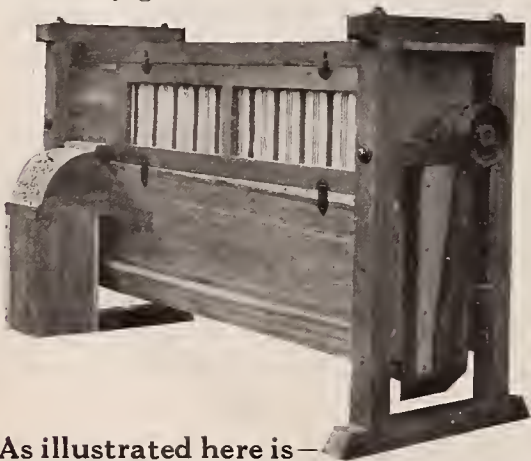
Let the belts tell their own story. Prompt attention and satisfactory service assured by the Old Reliable

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But—don't lose your profits in doing it.

Any capacity and number separations to suit your needs.

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"Little Wonder"
Cracked Corn
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As illustrated here is—
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Occupies very little floor space—

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And makes separations that increase
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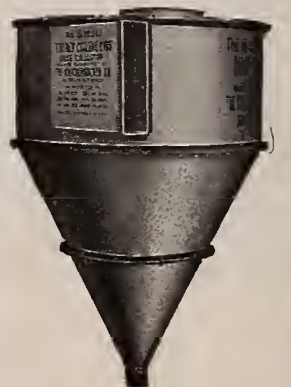
Write today for samples—they are the proof. We ship the Little Wonder for trial in your own plant—FREE—and pay the freight both ways if it doesn't do the work.

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The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners
ALL STEEL



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A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

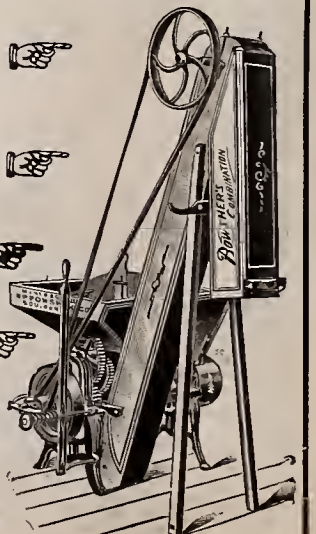
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

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Is entirely unique in the grain-cleaning-machinery field, utilizing the differences in **Specific Gravity**, instead of screens or sieves, as a medium for cleaning or separating grain. Built in two types, seven sizes.

This machine has had a most remarkable sale from date of introduction, BECAUSE THE SPECIFIC GRAVITY METHOD, as applied in the Myers Type cleaner, is the most active and remunerative of any Commercial method yet discovered, from the standpoint of the grain dealer, whether miller, cereal food manufacturer or elevator man—retailer or wholesaler.

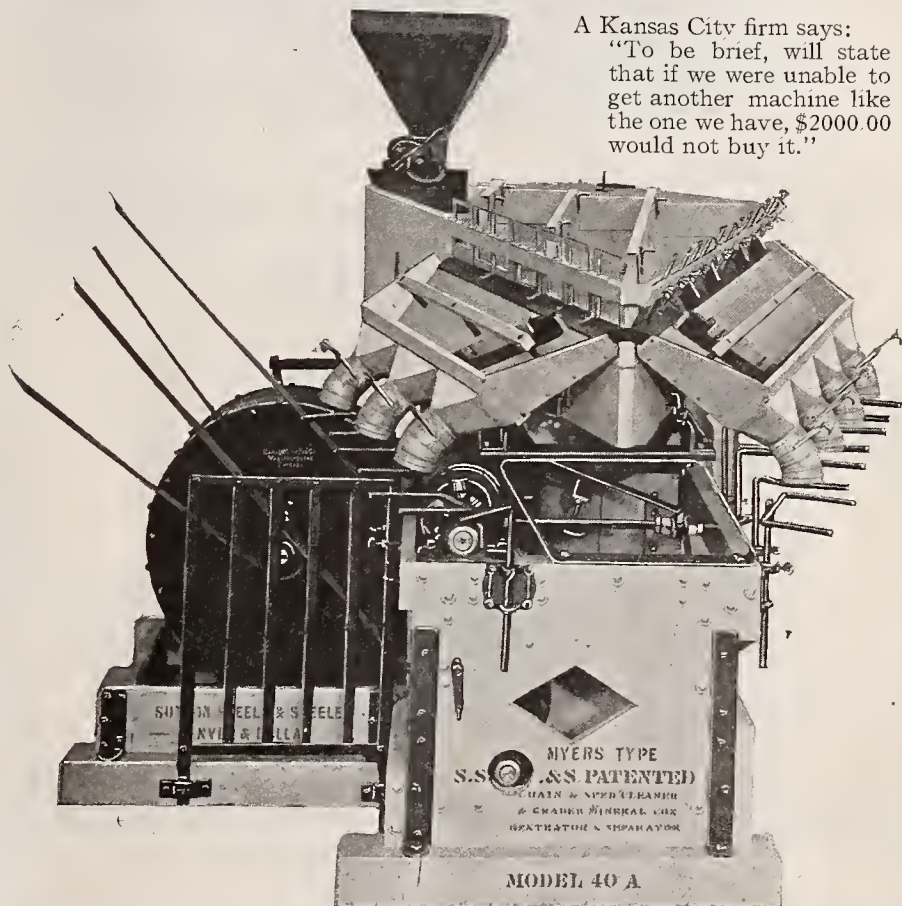
The reason for this is because the Myers Type Grain Cleaner applies this principle with such precision as to make all the separations, do the same cleaning, produce the same grades, etc., as accomplished by any grain machine—and in addition, when desired, a slight adjustment on the machine will enable the operator to produce heretofore impossible and unheard-of grades, make perfect separations of such combinations as

**Garlic from Wheat, King Heads from Wheat,
Needle Grass from Oats, Vetch from Oats, etc.**

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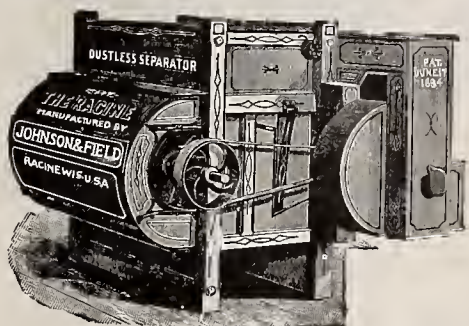


A Kansas City firm says:
"To be brief, will state that if we were unable to get another machine like the one we have, \$2000.00 would not buy it."

THE RACINE DUSTLESS SEPARATOR

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They are built for perfect service and will always clean and grade your seeds or grain in a better condition than any other machine.



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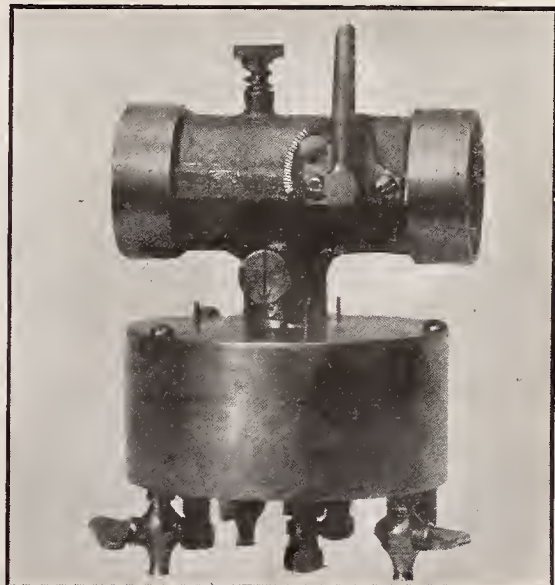
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Manufacturers of Farm and Warehouse Mills

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Six Reasons Why You Should Use Our KEROSENE CARBURETOR

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6. Because, last and most important, we guarantee to prove all the above under a bankable, money back guarantee.

REFERENCES: American National Bank, Frankfort, Ind., Dun or Bradstreet.

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Country Grain Dealers

We can save you considerable time and money if you will install a

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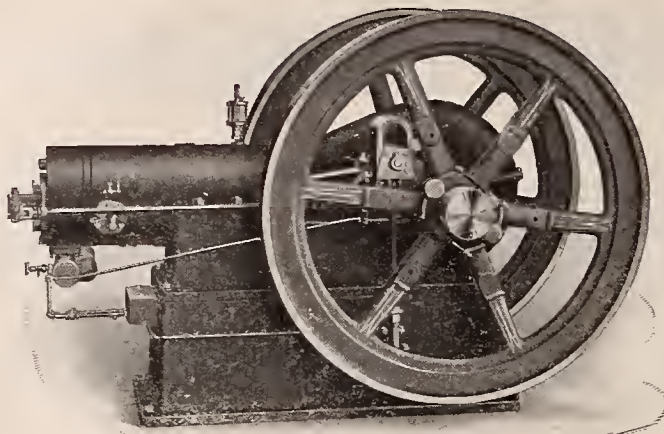
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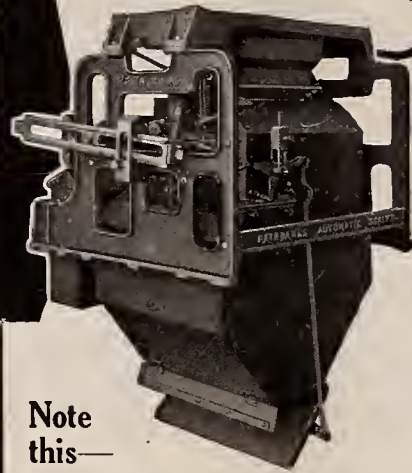
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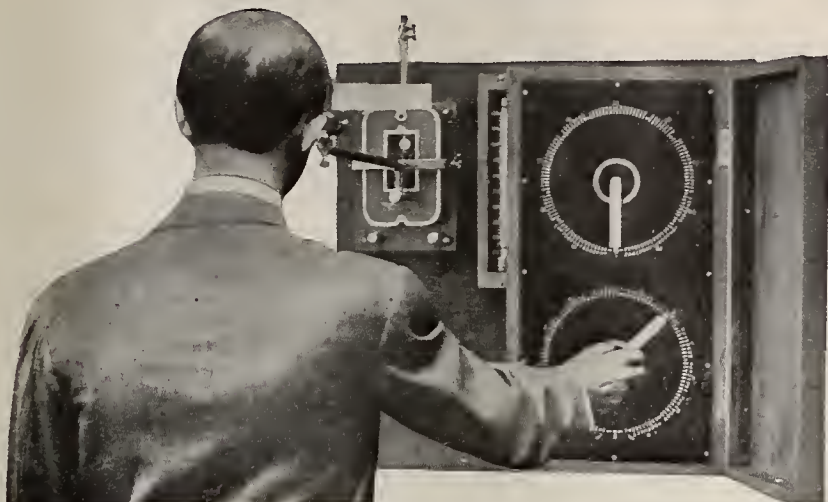
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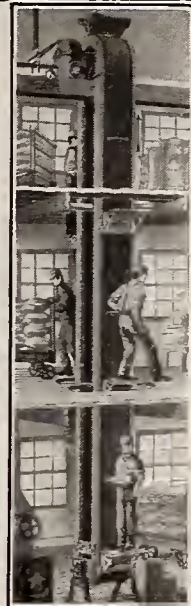
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It notes the changes in temperature within the grain. Used by such concerns as the following:

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by conserving the
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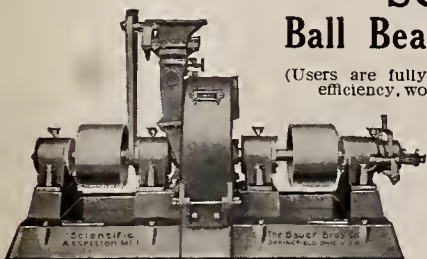
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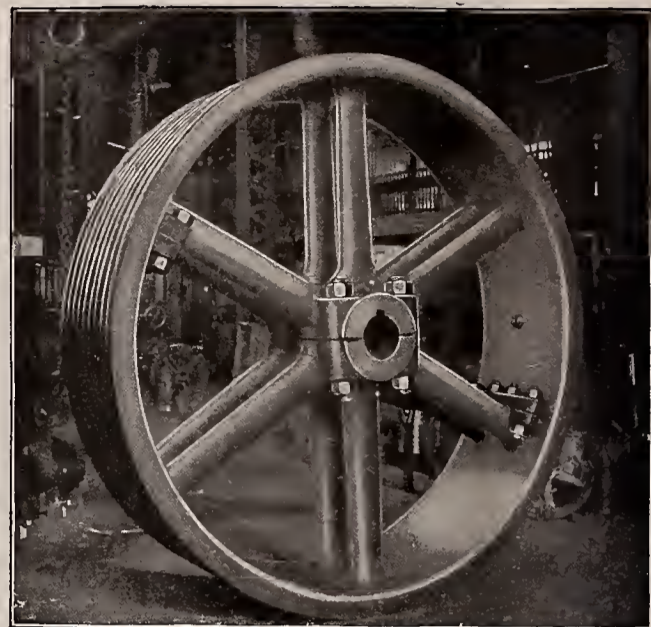
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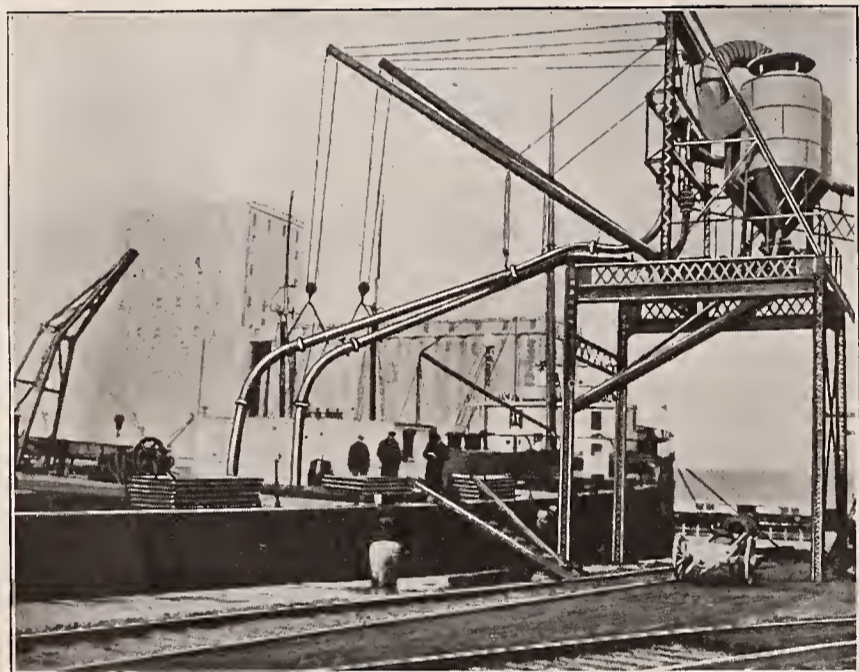
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Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street
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offer the only means of satisfactorily solving difficult **TRANSPORTATION** and **UNLOADING** problems.

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SUCTION UNLOADERS for BOATS AND CARS

LABOR SAVING—AUTOMATIC—CLEAN—NO DUST—
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Write for catalogue containing the complete line of **CONSTANT** grain handling machinery including complete elevator equipment. **IT IS FREE.**



Constant Safety Man-Lift.

They
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**Strong,
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Machines**



U. S. Grain Cleaner.

Built
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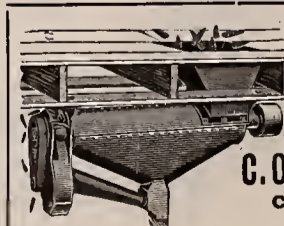
Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

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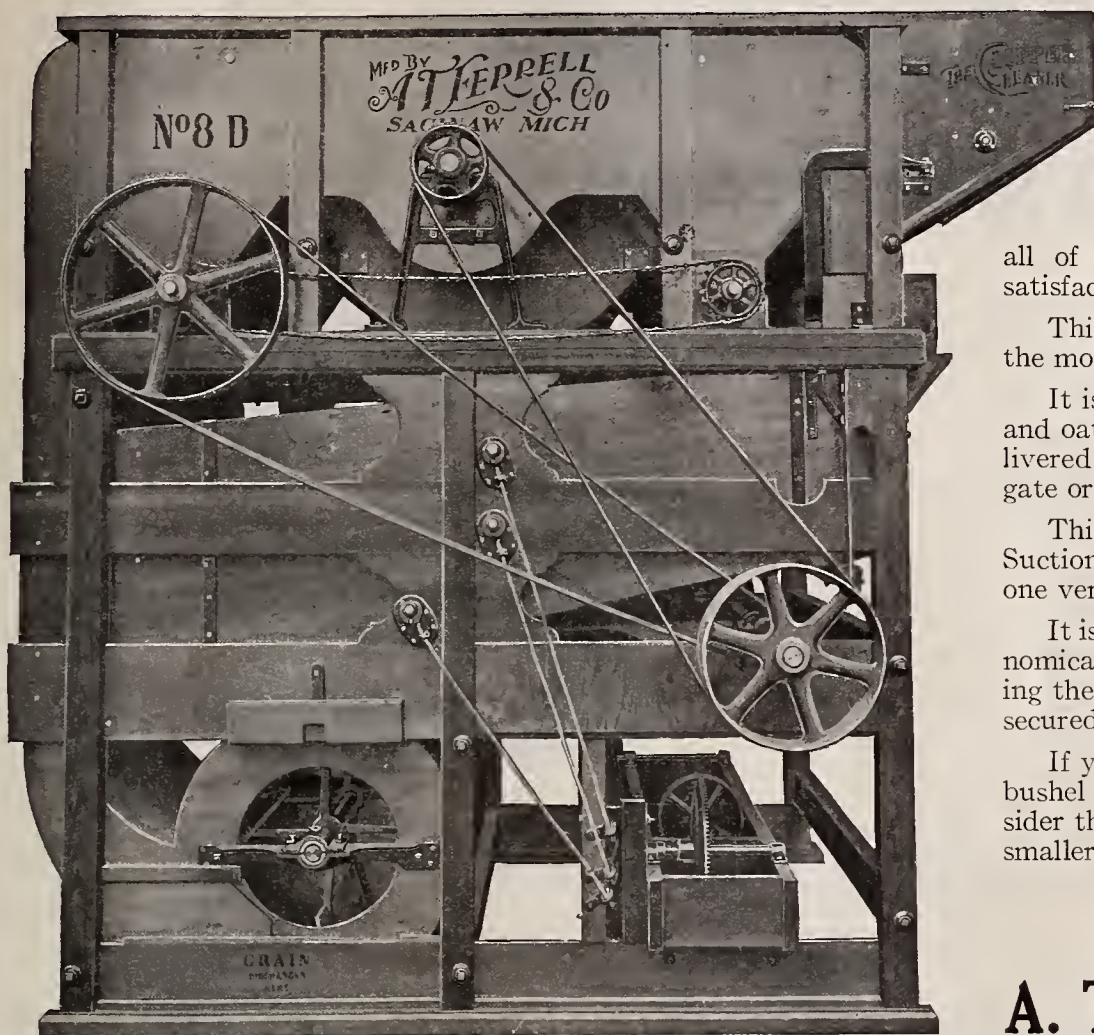
DUST! DUST! GIBBS DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1. postpaid. Circular free. Agents wanted. **GIBBS RESPIRATOR CO., "B" 124 East Ave., Oak Park (Chicago), Ill.**



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C. O. Bartlett & Co.
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Classified ads bring returns if the right medium is used. The "American Miller" has long been recognized as the best and cheapest medium for reaching the milling trade.

The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

*Write for circular giving full particulars,
price and discount.*

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THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



Outside View of Ellis Driers Installed for Hales-Edwards Company, Riverdale, Ill.

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the right equipment and you have gone a long way towards success in the operation of your elevator and mill. For drying equipment get the *best* by specifying and insisting on the "Ellis." We back our grain driers and oat purifiers with an absolute written guarantee.

The Ellis Drier Company

Grain
Driers

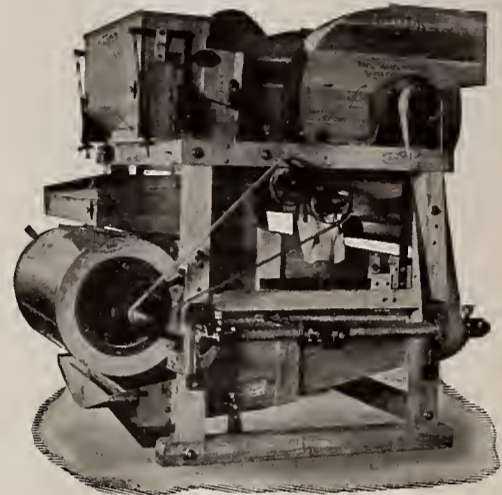
Chicago, Ill.

Oat
Purifiers

Monitor

“NORTHWESTERN”**The Sensation
in Oats Getters**

The last word, the biggest word
in oats-removal Cleaners—some-
thing different and better—a ma-
chine that is proving a sensation
in the hands of grain dealers who
handle mixtures of oats and wheat.

**“Away ahead of anything we have ever tried”**

Interesting
Inasmuch As
They Operate
45
Grain Elevators



Huntley Mfg. Co., Silver Creek, N. Y.
Gentlemen:—

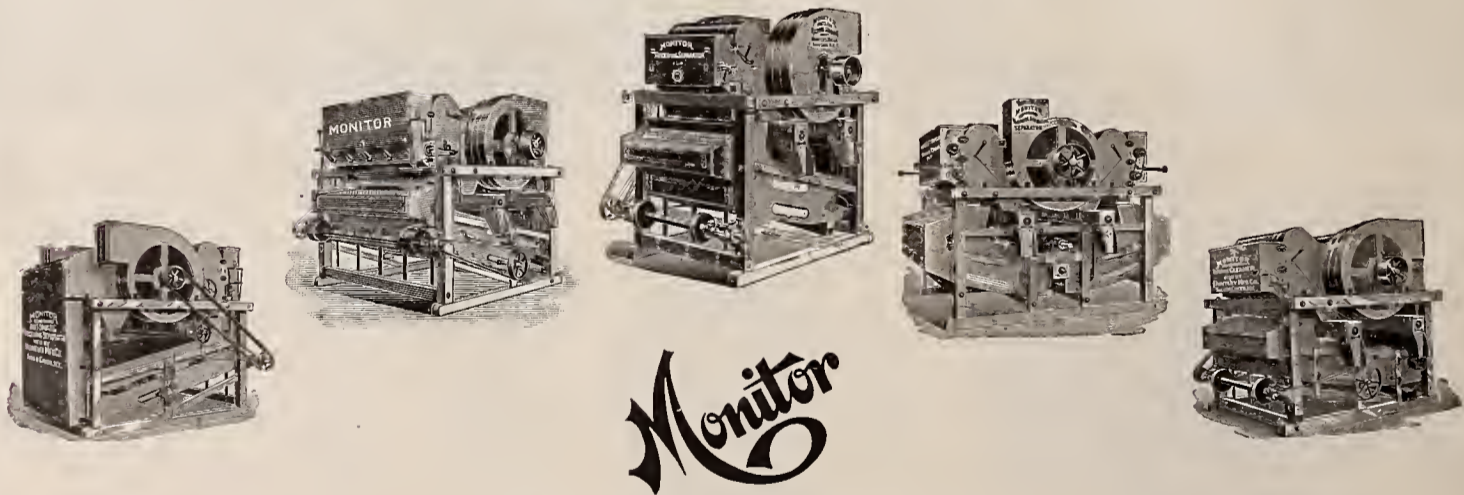
MINNEAPOLIS, MINN., March 7, 1916.

In reply to your letter of March 3rd, making inquiry concerning our success with the No. 760 “Monitor-Northwestern” Separator, will say that we consider it the best Cleaner we have ever attempted to operate. It not only has the capacity that is claimed for it, but it does good work—we are delighted with results obtained and can highly recommend it.

It is an actual fact that this machine is away ahead of anything we have ever tried in the way of a cleaning apparatus. We consider it A-One.

Some days ago we wrote a special letter to your Mr. Shuler telling him exactly what our foreman at Eckelson had to say regarding the machine and also our Auditor and our construction foreman, and he tells us on the 'phone that he sent the letter to you and you returned it to him. At the time we wrote it we asked him to forward it to you. We can add little to what we had to say in that letter.

Yours truly, POWERS ELEVATOR CO., By W. K. P., Mgr.



Monitor

America's Best**—137— “Standard-of-The-World” CLEANERS**
Models

Accepted here and abroad as the Standard of the World—the enviable position of “Monitors” today, as for years. The principles, construction, cleaning efficiency and cleaning economy that made “Monitors” the World's standard are things that would benefit your cleaning as our literature explains as indisputable proof from a majority of the World's largest handlers of grain proves. 137 Models to select from—a Cleaner that will fit your cleaning requirements to a nicety. Ask for Catalog No. 45 and Form No. 840.

HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, AUGUST 15, 1916.

No. 2

New Grain Storage for Girard Point Elevator

WITHOUT setting up any claims to prescience, the Pennsylvania Railroad at least was fortunate in that its Girard Point Elevator at Philadelphia was planned, built and in working order when the tremendous demand came from Europe two years ago for our foodstuffs and particularly our wheat. The million and a quarter-bushel capacity of the plant also stood them in good stead when the withdrawal or destruction of ocean shipping and the steady pressure of grain from interior points made an unprecedented congestion at all the Atlantic ports. Every square foot of that great capacity was tested to the utmost during those trying times last year when the whole country suffered so much from the unusual and unequal distribution of freight. A temporary war-time condition would in itself be no index of past elevator requirements, but during the few months

before the war broke out after the elevator was completed and gauging as closely to normal conditions as possible since that time, it did not take long for the railroad to realize that the capacity of the elevator was not large enough and that if the road expected to handle the grain even better facilities would have to be at their disposal.

The illustration shows the new 1,100,000-bushel additional storage which James Stewart & Co., Inc., of Chicago, have just completed for the Girard Point Elevator. This elevator, it will be remembered, was completed in January, 1914, with a capacity of upwards of 1,000,000 bushels and consisting of general working house, storage, annex, conveyor gallery, pier, power house and drier.

The new storage tanks are joined onto the rear of the present storage so as to form an "L." There are one hundred eighty-eight bins in the new stor-

age having a capacity varying from 2,400, 3,000, 6,000 to 13,000 bushels per bin respectively. The five storage belts in the present house are extended over one-half of the new storage so that grain may be spouted direct from these belts to over one-half of the bins in the new storage. Three new 36-inch belts are installed at right angles to the present storage belts and arranged so that grain may be loaded onto them from any of the present storage belts. These three belts reach the rest of the bins in the storage. For shipping the present belts were extended and grain may be spouted onto them from over half of the bins in the new storage. Three new 36-inch shipping belts were installed at right angles to the present belts and arranged so as to spout onto any of the old shipping belts.

All the machinery was furnished by the Weller Manufacturing Company of Chicago.



THE GIRARD POINT ELEVATOR AT PHILADELPHIA SHOWING NEW STORAGE BINS GIVING ADDED CAPACITY OF 1,100,000 BUSHELS

Grain for Distilleries and Denatured Alcohol

Advent of War Business in Denatured Alcohol Suggests New Line of Operation for Important Consumers of Grain—Industrial Alcohol Replacing the Social Variety

By G. D. CRAIN, Jr.

GRAIN dealers who have been selling the distilleries in Kentucky, Illinois and elsewhere, and who have been sharing with their customers the natural apprehension which has grown out of the war on the whiskey trade waged by the prohibitionists, believe that they see a silver lining in the cloud in the form of greater opportunities in the denatured alcohol business.

The advent of the European war has developed business of enormous magnitude and corresponding profits in connection with this product, which is an important element in the manufacture of projectiles. Many of the whiskey distilleries have obtained contracts which will enable them to run their plants day and night for two or three years to come, and while it is possible that a sudden cessation of hostilities might lead to a cancellation of contracts, the chances are that this business is on a substantial basis, and will be completed to the delivery of the last barrel ordered.

Grain men are, of course, keenly interested in this phase of the situation, for while it is possible to make denatured alcohol from materials other than grain, the latter is being used in such large quantities that it may be said to lead the field in this respect. And inasmuch as a distiller who finds the whiskey business going off is not such a good customer as the alcohol manufacturer who is operating his plant 24 hours a day, it is easy to understand why the metamorphosis has met with the approval of those who have been specializing in supplying grain to this important industry.

It is hardly fair to suggest, of course, that the whiskey trade is a gone gosling. On the other hand, many of the leading members of the industry assert that conditions are good; that consumption is running ahead of production, and that regulation of the latter has cut down stocks to a point where the market is in the best possible condition. They feel confident that the prohibition movement has been checked, and that public sentiment is not so strong against the business as it formerly was; and hence they believe that their industry is on a permanent and substantial basis, and that those who have cast their lot with them to the extent of investing money in enterprises based on the continued prosperity of the whiskey business have no cause for alarm.

But while this sentiment may meet with endorsement from those who are in the whiskey trade, and who are naturally prejudiced in its favor, it can hardly be denied that the outlook for it is not flattering. Many of the most influential publications in the country are definitely opposed to it, and with strong organizations in the field committed to the elimination of the business, it is logical to believe that its operations will be steadily curtailed, even if they are not ultimately cut off altogether.

In view of the immense purchases of grain by the distilling interests, and the importance of the business which is developed in this connection, there is a real problem involved in the future of these properties. Ruthless destruction of the distilleries is one method of eliminating the whiskey trade, and in some cases that has been done. In one Southern state, for instance, large amounts were lost by the enactment of state-wide prohibition legislation, whiskey manufacturing plants becoming practically worthless, being dismantled and their contents sold for junk. Economically speaking, this is wrong, and the better plan would involve conserving the capital represented, while at the same time permitting the institution of whatever legislation commonwealths believe to be necessary to the welfare of their people.

When it is possible easily to convert a whiskey plant into a factory for the production of denatured

alcohol, and when the market for the latter offers opportunities for large sales and war-time profits, the solution of the problem, "What is to become of the whiskey distilleries?" seems to be ready-made. Of course, not all of the distillers have been able to obtain war business of this character, and doubtless not all of them would be willing to give up their regular trade, even if they could do so. But with the example of many concerns of this character, which have been able to put profitable business in the manufacture of alcohol on their books, before them, it is likely that the leading interests in the whiskey business will consider carefully the whole subject of entering a field which is strictly industrial, and which is not affected by questions of public policy. That, of course, brings up a really important question, namely, the extent of the market for denatured alcohol. If it is simply a matter of war business, then it is not to be considered as permanently attractive, because while purchases of war materials may go on after the terms of peace have been agreed to, the requirements of the world will be so much smaller than at present that the production of plants now devoted to the alcohol manufacturing trade could hardly be taken care of. The vital question is whether the opportunities along other lines exist to an extent sufficient to open up the field for this product.

In this connection a large wholesaler of oils and chemicals of all kinds recently told the writer that in his opinion denatured alcohol will soon be used for the operation of automobile motors. He said that the present gasoline situation has stimulated investigation, and that it has been shown that motors can be designed which will run with this character of fuel. It is only a question of getting the price of alcohol down to a point where it will be economical to use it, and in view of the importance of the solution of this problem, from all standpoints, it is more than likely that the industrial chemists will be able to devise processes for its manufacture which will make alcohol as a motor fuel commercially practicable. The possibilities of research work of this kind have already been demonstrated in connection with the introduction of new methods of refining gasoline, the production of this fuel having been greatly increased through the introduction of the Rittman processes. That as much can be done in the manufacture of alcohol is easy to believe.

The automobile field in itself is tremendous, and if it were opened to the use of alcohol, those engaged in the manufacture of the latter would not have to worry about a market. And it would not necessarily be a matter for regret on the part of the petroleum oil interests, since the consumption of petroleum products is proceeding at a pace sufficient to suggest conservative management of the available supply. In addition to use in operating the engines of motor cars, denatured alcohol is now widely used in the automobile business as a non-freezing agent, and the sales of the product during the winter months have grown with amazing rapidity during the past few years. This has been largely due to the fact that most automobile owners have adopted the plan of all-year-round operation, making the use of some sort of radiator mixture eminently desirable, and largely increasing the number of purchasers of the product.

But the automobile field is not the only one in which alcohol is being used in quantities. Shellac varnishes are now made with alcohol as a base, and this has meant a big increase in the possible use. Alcohol lamps, percolators and other domestic devices call for considerable quantities, in the aggregate, and in various other directions it appears that there is a field within which the manu-

facturer of the product may operate. Hospitals and similar institutions need alcohol for their work, and in fact, are now large purchasers, though there is not the necessity for the use of the denatured variety owing to the fact that the Government does not charge a tax on grain alcohol which is used by charitable institutions.

And even if this change is not made as a matter of necessity, the money which is being made out of alcohol war business is sufficiently impressive to suggest the step as a matter of choice on the part of many members of the trade. The grain people will, of course, watch developments along this line with keen interest, and it is certainly reassuring to them to realize that their customers have an anchor to windward in the shape of a big industry which is just reaching the point where it is capable of greatly accelerated expansion.

HEARING ON TRACK STORAGE

The Baltimore Chamber of Commerce has again championed the interests of the grain shipper in the West by a vigorous opposition to the new track storage charges on bulk grain at the seaboard awaiting unloading into export elevators.

This charge became effective April 10, 1916, against prompt and active opposition on the part of Baltimore. Subsequently, the tariffs were withdrawn temporarily because of a supposed misunderstanding between the carriers and the Interstate Commerce Commission, but were reissued May 22, effective July 1, and they are now in effect.

The plan provides for the same storage charges to be made after arrival at the terminal as would apply if the grain were actually in the export elevator, and charges cease when the grain is ordered to the ship in port.

Under present regulations the charge of $\frac{3}{4}$ cent per bushel for unloading the grain from car into elevator and delivering to vessel carries with it 20 days' storage. If the car has been on track 10 days, there is left but 10 days' actual elevator storage. Domestic grain is not affected.

For a long period of years, the storage rates have been $\frac{1}{8}$ cent per bushel for each five-day period, running on for an indefinite time.

Beside the track storage charges, the railroads also provided tariffs calling for increases in storage charges on bulk grain in export elevators, which increased charges were suspended by the Commission until August 29, and in view of the hearing which has just been held, the increased charges are likely to be still further suspended pending settlement of the question. It follows that if such increased charges become effective, they will be the measure of cost for the track storage charges.

The proposed increases are as follows:

Three-quarters cent for elevation and delivery, including 20 days' storage. Storage for each period of five days or any part thereof for the first eight periods after the expiration of the period of 20 days, $\frac{1}{8}$ cent each or 1 cent per bushel.

Thus continuing 60 days' storage at the same rate that has been in force for years. Then would follow storage for each period of five days or any part thereof for the next succeeding 12 periods— $\frac{1}{4}$ cent each or 3 cents per bushel.

Storage for each succeeding period of five days or any part thereof— $\frac{1}{2}$ cent per bushel.

Thus it will be seen that grain in store 3 months, 90 days, would cost $3\frac{1}{4}$ cents, compared with the old charge of $2\frac{1}{2}$ cents.

If stored 120 days the old rates would cost $3\frac{1}{4}$ cents, while the new figures would be $4\frac{3}{4}$ cents.

For 6 months at existing rates, 180 days, charge would be 20 days at $\frac{3}{4}$ cent; 160 days, 32 periods, five days each at $\frac{1}{8}$ cent— $4\frac{3}{4}$ cents.

The new rates would be: 20 days, $\frac{3}{4}$ cent; 8 five-day periods at $\frac{1}{8}$ cent, 1 cent; 12 five-day periods at $\frac{1}{4}$ cent, 3 cents; 12 five-day periods at $\frac{1}{2}$ cent, 6 cents, or a total of $10\frac{3}{4}$ cents.

This complaint, together with the review of the increased storage charges, was heard by Examiner

Gerry for the Interstate Commerce Commission in Baltimore, July 19.

The Commercial Exchange of Philadelphia intervened, supplied some testimony and questioned witnesses.

The Baltimore Chamber of Commerce supplied testimony from Geo. S. Jackson, E. F. Richards, E. T. Shiel, Jas. C. Legg and Herbert Sheridan, which showed that the most serious consequences in the way of interruption to the long established customs of Baltimore's grain trade would follow the permanence of increased storage charges and track storage penalty.

It was made clear that discrimination against export grain is involved, since these charges do not apply on domestic grain. Further, that undue

The Mexican Situation's Effect on the Grain Trade

The Trouble in Mexico with the Movement of Troops and Increase in Army Is of Considerable Importance to Grain, Hay, Feed and Straw Dealers—Closing of Mexican Market vs. Government Purchases—Army Requirements and Specifications

By WALDON FAWCETT

HOW is the Mexican situation going to affect the grain trade? This is a question which has been asked during the past few months by many elevator and grain men and those kindred spirits in transportation and other lines whose prosperity is in some degree dependent upon the

sighted grain man to keep a weather eye on the Mexican situation at all times. There are few flour mills in Mexico and so the wealthy Mexican buys American flour just as do the well-to-do residents of other Latin-American countries. On the other hand, the poorer classes of Mexicans buy American



CHARACTERISTIC HARVEST SCENE IN TEXAS NEAR THE MEXICAN BORDER

hardships on exports through American ports would be involved since equivalent charges are not made at Montreal.

Baltimore took great pains to picture the disastrous results to shippers and receivers other than exporters and made clear the fact that while the exporters could, by exchanging certificates, very effectually diminish some of the hardships consequent upon the increased storage rates, the effects of track storage tariffs would be most trying, owing to the uncertainty attendant upon the time of unloading grain into the elevator.

It would create an unsettled condition that would impel demands for cars to be unloaded in order of arrival. This would create confusion and expense to the carriers, but since they have determined upon these new plans, if they become effective, court proceedings will be adopted if necessary to compel the carriers to unload cars immediately upon arrival.

Full attention was drawn to the primary cause of all the trouble, namely, insufficient terminal facilities.

even ebb and flow of the grain trade. To be sure, the question was asked more often and more anxiously when Uncle Sam seemed to be on the point of intervention than at other times, but that the whole Mexican problem bears a certain definite relation to the future of the American grain trade has been realized for some time past.

A little extra solicitude there was in trade circles when a sure-enough invasion of Mexico seemed to be impending because the President, as a precaution, clapped on an embargo on exports of foodstuffs to Mexico. Now our Southern neighbor, no less in time of war than in time of peace, is dependent to a great extent upon sources in the United States for her supply of grain and if the embargo had been continued it might have appreciably affected the sale of American breadstuffs in a profitable market. Moreover, war would be likely to utterly demoralize transportation facilities insofar as grain shipments are concerned.

As a matter of fact it is just this indirect dependence of the Mexican public upon American grain fields and elevators that will prompt the far-

corn, a counterpart of our Johnny-cake or hoe-cake being the chief food, when obtainable, of the Mexican peon.

Years of turbulent conditions and unstable government have forced the Mexicans to rely more heavily than ever before upon the grain resources north of the Rio Grande. Up to the time that chaos set in we heard more or less of the progress in grain cultivation in certain favorable districts of Mexico, but latterly such development has presumably been at a standstill. Oddly enough, too, this slump in grain growing in Mexico has come simultaneously with an expansion in grain production in that section of the United States closest to the Mexican border and which might naturally be regarded as a first source of supply for grain for Mexico. Public and private irrigation projects have expanded the grain acreage in Texas and other Southwestern states and it is notable that some of the farmers in the irrigated districts whose first impulse was to devote attention to other classes of farm products have latterly come round to a realization that after all there is nothing to



USE OF MEXICAN LABOR IN BALING ALFALFA

compare with the staples of the grain line as a source of income.

This brings us to the subject of the effect of this whole Mexican turmoil upon the farm labor situation in the southwestern United States. Readers need not be told, of course, that there are a number of grain growers and grain handlers who employ Mexican labor or would like to employ Mexicans when other labor is not procurable. As matters stand, the oft-repeated calls to arms in Mexico have not been without effect upon this labor supply and presumably much greater inconvenience to grain men would result should the United States become involved in war with Mexico. On the other hand, restoration of stable conditions in the republic to the south of us would presumably insure a more plentiful supply of help for Americans who are ambitious to expand their grain production in districts along the border.

After all, however, probably the most important effect of the Mexican situation upon the American grain trade is found in the demand created for food and forage for the American military forces assembled to cope with the situation. When an invasion of Mexico by our regulars in force seemed to be in prospect grain men were prepared for heavy orders because it was realized that the army of invasion would have to be provisioned entirely from American sources. When that plan of campaign was abandoned there was manifest in the trade a feeling that the market had collapsed. Such sentiment evidently overlooked the fact that a big army composed of regulars and erstwhile national guard forces has been assembled at the border and that these troops must be fed and their horses provided with forage. Furthermore, it will surprise no person in touch with official affairs at Washington if these troops are kept on border patrol duty



BALING HAY WITH MEXICAN HELP ON THE RIO GRANDE

throughout the coming winter, or mayhap, for a full year, so that the market thus created need not be regarded as necessarily a short-lived one.

Ordinarily the War Department buys supplies for the army on annual contract, with three-month contracts in some instances for grain in order to ascertain or take advantage of harvest conditions, but for the Mexican operations purchases are being made on short-term contracts or as necessity dictates. The depot quartermaster at Fort Sam Houston in Texas is handling the entire proposition, arranging for shipments to posts or camps as needed. Flour, cornmeal, etc., are being purchased under the specifications and conditions that have been in force for several years past governing "subsistence stores" for the U. S. army, but the specifications for forage have been modified recently.

Oats, to be graded oats of the best quality, must test not less than 32 pounds for unclipped and 34 pounds for clipped, to the measured bushel, and be dry to the extent of containing not to exceed 12 per cent of moisture. Bidders are required to specify the color of oats bid upon; delivery is to be made in good, strong, new burlap sacks containing about 125 pounds each and the sacks are to become the property of the United States Government.

The revised specifications for hay for feeding and hay for bedding allow, in each instance, delivery to be made either in bales or loose as may be required, but it is stipulated that if baled each bale must be secured with at least two wires not less than 12 gauge and have weight not less than 65 nor more than 125 pounds. If bidders submit proposals for the delivery of hay at railroad points other than the army posts at which it is required they must state the density of compression and the army officers reserve the right to take into consideration in making the awards the cost of transportation from the place of delivery to the posts where the hay will be used.

Bran is called for in sacks containing about 100 pounds each, and barley (12 per cent of moisture the limit) is invited in new burlap sacks running about 125 pounds each. Corn, likewise, is wanted in 125 pound sacks. It is to be graded white or yellow and moisture up to 14 per cent is allowable. Straw is required to be rye, oat or wheat straw of the highest recognized grade of the locality and the exactions as to baling, delivery at railroad points, etc., are virtually identical with those already mentioned as applying to hay. Reverting for the moment to the hay specifications it may be observed that "timothy or equal" is preferred for feeding, whereas for bedding "prairie, wild or other hay of good quality" is stipulated. Gen. J. B. Aleshire as quartermaster general of the U. S. Army is responsible for these specifications and his office will answer questions regarding the army's requirements in this line.

With the planned increase in our regular army, and without taking into account the increase due to the summoning of the national guard to the Mexican border Uncle Sam will, on behalf of his military establishment, be a much more liberal patron of the grain trade during the coming year than at any time in recent years. It is estimated that during the fiscal year 1917 the War Department will spend for forage for horses, mules and other draft and riding animals a total of \$3,095,000, which is nearly a quarter of a million dollars more than is going into the pockets of the grain men from the same source this year. This increase is due in the main to the contemplation of additional cavalry horses to be required for the enlarged regular army. As a matter of fact, it is feared that even the increased amount mentioned would not cover the army's regular forage bill for the coming year were it not that the forage for 2,500 "remounts" will be grown and harvested on the depot reservations, Uncle Sam having on the army pay roll, to the tune of \$5,000 a year, grain inspectors and laborers for cutting and baling hay and handling grain. The forage allowance of the U. S. army, it may be added, is 14 pounds of hay per animal, 12 pounds of oats for horses and 9 pounds of oats for mules.

For bedding for the army horses, mules, etc., the War Department had planned to spend considerably more than \$100,000 during the interim between midsummer 1916 and midsummer 1917 and if the citizen soldiery requisitioned for patrol duty remains on the border any considerable length of time all estimates for bedding will go by the board just as will the calculations for forage. The allowance of bedding which the army makes for its horses, etc., is 1,200 pounds per animal per year, but it is figured that the amount above named will cover the bedding requirements of more than 31,000 animals.

It goes without saying that the future of Mexico will bear important and direct relation to the grain trade of the United States. It is estimated that more than \$750,000,000 of American capital is invested in Mexico and just in proportion as the events of the future result in a swelling or a contraction of American activities will there be a corresponding increase or decrease in the demand for American grain and grain products on the part of a transplanted population that has acquired taste for such foodstuffs under the Stars and Stripes. The chance is so remote as to scarcely justify mention, but if the United States should acquire

The Amended Grain Standards Act

Complete Text of the Measure as it Passed the Senate, Including the Amendments Proposed and Adopted in Conference Committee

ON July 12 the Senate passed the Grain Grades Act after changing its name to "United States Grain Standards Act." Several amendments were accepted by the Senate, so that the Bill went back to a Conference House and Senate Committee for further consideration. The Bill as it went to the Committee from the Senate was as follows, the amendments being in italics:

That this part, to be known as the United States Grain Standards Act, be and is hereby enacted, to read and be effective hereafter as follows:

"That this Act shall be known by the short title of the 'United States Grain Standards Act.' The word 'person,' wherever used in this Act, shall be construed to import the plural or singular, as the case demands, and shall include individuals, associations, partnerships, and corporations; the words 'in interstate or foreign commerce,' wherever used in this Act, mean 'from any State, Territory or District to or through any other State, Territory, or District, or to or through any foreign country, or within any Territory or District.' When construing and enforcing the provisions of this Act, the

include in whole or in part the terms of any official grain standard of the United States. *Provided, further, That any such grain sold, offered for sale, or consigned for sale by grade may be shipped or delivered for shipment in interstate or foreign commerce without inspection at point of shipment by an inspector licensed under this Act when shipped from a place at which no such licensed inspector is located, to or through any place at which an inspector licensed under this Act is located, subject to be inspected by a licensed inspector at the place to which shipped or at some convenient point through which shipped for inspection, under such rules and regulations as the Secretary of Agriculture shall prescribe; and subject further to the right of appeal from such inspection, as provided in Section 6 of this Act: and provided further, That any such grain sold, offered for sale, or consigned for sale by any of the grades fixed therefor in the official grain standards may, upon compliance with the rules and regulations prescribed by the Secretary of Agriculture, be shipped in interstate or foreign commerce without inspection from a place at which there is no inspector licensed under this Act to a place at which there is no such inspector, subject to the right of either party to the transaction to*



A Field of Growing Oats.



Handling Hay in the Field.

TYPICAL SCENES ALONG THE TEXAS-MEXICO BORDER

any Mexican territory by purchase, the area thus acquired—say the peninsula of Lower California, one of the three territories of Mexico—would immediately become an improved market for American grain.

In conclusion it may be mentioned that one of the features of the Mexican situation that may ultimately leave deep impress upon the American grain trade is an indirect influence—namely, that exerted by the sisal industry of Yucatan. The henequen fiber, commonly known as sisal, and of which Yucatan is virtually the sole source of supply is the raw material most largely used in the manufacture of the binder twine used by the grain growers of the United States. Under the Carranza Government, this sisal industry has virtually become a Government monopoly—or at least the marketing of the sisal is controlled by a body created by the military governor of Yucatan and the fiber exported to the United States has been subjected to heavy export taxes that yield immense sums for the benefit of the Carranza Government. As a result of the price manipulation of sisal and the new taxes it is estimated that American grain growers will this year pay tribute to the Mexicans to the tune of a \$5,000,000 increase in our annual binder twine bill and a further increase of as much or more is in prospect for next year. The possible extent to which American grain growers will attempt to pass on this increase to grain buyers is likely to render this whole question of the rising cost of binder twine one of the significant sequels of the muddle in Mexico.

act, omission, or failure of any official, agent, or other person acting for or employed by any association, partnership, or corporation within the scope of his employment or office shall, in every case, also be deemed the act, omission, or failure of such association, partnership, or corporation, as well as that of the person.

"Sec. 2. That the Secretary of Agriculture is hereby authorized to investigate the handling, grading, and transportation of grain and to fix and establish as soon as may be after the enactment hereof standards of quality and condition for corn (maize), wheat, rye, oats, barley, flax-seed, and such other grains as in his judgment the usages of the trade may warrant and permit, and the Secretary of Agriculture shall have power to alter or modify such standards whenever the necessities of the trade may require. In promulgating the standards, or any alteration or modification of such standards, the secretary shall specify the date or dates when the same shall become effective, and shall give public notice, not less than one hundred and twenty days in advance of such date or dates, by such means as he deems proper.

"Sec. 3. That the standards so fixed and established shall be known as the official grain standards of the United States.

"Sec. 4. That whenever standards shall have been fixed and established under this Act for any grain no person thereafter shall ship or deliver for shipment in interstate or foreign commerce any such grain which is sold, offered for sale, or consigned for sale by grade unless the grain shall have been inspected and graded by an inspector licensed under this Act and the grade by which it is sold, offered for sale, or consigned for sale be one of the grades fixed therefor in the official grade standards of the United States: *Provided, That any person may ship or deliver for shipment in interstate or foreign commerce any such grain not sold, offered for sale, or consigned for sale by grade which is sold, offered for sale, or consigned for sale by sample or designation which is not false or misleading, and which name, description, or designation does not in-*

refer any dispute as to the grade of the grain to the Secretary of Agriculture, who may determine the true grade thereof. No person shall in any certificate or in any contract or agreement of sale or agreement to sell by grade, either oral or written, involving, or in any invoice or bill of lading or other shipping document relating to, the shipment or delivery for shipment, in interstate or foreign commerce, of any grain for which standards shall have been fixed and established under this Act describe, or in any way refer to, any of such grain as being of any grade other than a grade fixed therefor in the official grain standards of the United States; *(And provided further, That in any State where there has not been established, either by the laws of the State or by the rules and regulations of any commercial exchange, a system of grain inspection, this Act shall not apply so far as it relates to the shipment or delivery of grain entering into interstate or foreign commerce, but such grain shall be inspected at the terminal point if shipped to a State having a system of inspection, and if shipped to a foreign country through a State having a system of inspection it shall be inspected at the most convenient point within such State. Gronna, N. D.) (Provided, That any corn or grains of any kind that is sold and graded at the home market under this Act for interstate shipment may be regraded at any intermediate or terminal point, and if the grade there given shall be higher than the grade given at the local home market the seller shall have the benefit of the higher grade given and shall receive the amount of additional price he should have received had his grain been given the correct grade at his home market; and said difference in price shall be paid him upon demand by the purchaser of his grain after it shall be determined by the grade established at the intermediate or terminal point that he was entitled to a higher grade than that given him at his home market. Johnson, S. D.)*

("That there is hereby established in the Department of Agriculture a board of grain appeals. Such board shall consist of three members, to be appointed by the Secretary of Agriculture. The salaries of the members

of this board shall be \$3,000 per annum. The board of grain appeals shall, under such rules and regulations as the Secretary of Agriculture may prescribe, pass on all appeals which may be taken from the inspection and grading of grain by inspectors licensed under this Act; but in states where there have been established system of grain inspection with state boards of appeals, appeals shall be considered only from the findings of such state boards of appeals. The board of appeals shall also, under the direction of the Secretary of Agriculture, pass on the qualifications of applicants for license under this Act. Gronna, N. D.)

("It shall be the duty of the Secretary of Agriculture to appoint one or more expert grain supervisors, not exceeding forty in number, qualified to inspect and grade grain, at each of the important grain terminals in the United States, who shall have authority to supervise the inspection of grain at the terminal to which he is assigned and whose duty shall be to secure just and fair inspection and grading, and to see that the grading is made to conform to the standards fixed and established by the Secretary of Agriculture. McCumber, N. D.)

("Provided further, That the Secretary of Agriculture shall require said supervisors to ascertain and report the number of bushels of grain and the grades of the same, in each of said terminal elevators on the 1st day of September, 1916, and the number of bushels of grain and the grades of the same received, and the number of bushels of grain and the grades of the same shipped out of each of said elevators, each month during each and every year thereafter. And the Secretary of Agriculture shall on the 1st day of January and the 1st day of July of each year, transmit to Congress a summary of such reports showing the number of bushels of grain and the grades of the same received, and the number of bushels of grain and the grades of the same shipped out of each of said terminal elevators each month of the biennial period covered by such report. LaFollette, Wis.)

"Sec. 5. That no person, except as permitted in Section 4, shall represent that any grain shipped or delivered for shipment in interstate or foreign commerce is of a grade fixed in the official grain standards other than as shown by a certificate therefor issued in compliance with this Act; and the Secretary of Agriculture is authorized to cause examinations to be made of any grain for which standards shall have been fixed and established under this Act, and which has been certified to conform to any grade fixed therefor in such official grain standards, or which has been shipped or delivered for shipment in interstate or foreign commerce. Whenever, after opportunity for hearing is given to the owner or shipper of the grain involved, and to the inspector thereof if the same has been inspected, it is determined by the Secretary that any quantity of grain has been incorrectly certified to conform to a specified grade, or has been sold, offered for sale, or consigned for sale under any name, description, or designation which is false or misleading, he may publish his findings.

"Sec. 6. That whenever standards shall have been fixed and established under this Act for any grain and any quantity of such grain, sold, offered for sale, or consigned for sale by grade, which has been shipped or delivered for shipment in interstate or foreign commerce shall have been inspected and a dispute arises as to whether the grade as determined by such inspection of any such grain in fact conforms to the standard of the specified grade, any interested party may call for reinspection or appeal the question, (in accordance with the laws, rules, or regulations in force or provided at the place of inspection, with a further right of appeal from any final decision rendered under such laws, rules, or regulations, McCumber), to the Secretary of Agriculture, and the Secretary of Agriculture is authorized to cause such investigation to be made and such tests to be applied as he may deem necessary and to determine the true grade: *Provided*, That any appeal from such inspection and grading to the Secretary of Agriculture shall be taken before the grain leaves the place where the inspection appealed from was made and before the identity of the grain has been lost, under such rules and regulations as the Secretary of Agriculture shall prescribe. *Whenever an appeal shall be taken or a dispute referred to the Secretary of Agriculture under this Act, he shall charge and assess, and cause to be collected, a reasonable fee in amount to be fixed by him, which fee, in case of an appeal, shall be refunded if the appeal is sustained (and in that case the fee for appeal shall be paid by the shipper who has shipped the grain of the wrong grade. Committee.)* All such fees, not so refunded, shall be deposited and covered into the Treasury as miscellaneous receipts. The findings of the Secretary of Agriculture as to grade, signed by him or by such officer or officers of the Department of Agriculture as he may designate, upon an appeal taken or dispute referred to him under this Act, made after the parties in interest have had opportunity to be heard, shall be accepted in the courts of the United States as prima facie evidence of the true grade of the grain determined by him at the time and place specified in the findings.

"Sec. 7. The Secretary of Agriculture may issue a license to any person, upon presentation to him of satisfactory evidence that such person is competent, to inspect and grade grain and to certificate the grade thereof for shipment or delivery for shipment in interstate or foreign commerce, under this Act and the rules and regulations prescribed thereunder. No person author-

ized or employed by any state, county, city, town, board of trade, chamber of commerce, corporation, society, partnership, or association to inspect or grade grain shall certify, or otherwise state or indicate in writing, that any grain for shipment or delivery for shipment in interstate or foreign commerce which has been inspected or graded by him, or by any person acting under his authority, is of one of the grades of the official grain standards of the United States, unless he holds an unsuspended and unrevoked license issued by the Secretary of Agriculture: *Provided*, That in any state which has or which may hereafter have a state grain inspection department established by the laws of such state, the Secretary of Agriculture shall issue licenses to the persons duly authorized and employed to inspect and grade grain under the laws of such state. The Secretary of Agriculture may suspend or revoke any license issued by him under this Act whenever, after opportunity for hearing has been given to the licensee, the Secretary shall determine that such licensee is incompetent or has knowingly or carelessly graded grain improperly or by any other standard than is authorized under this Act, or has issued any false certificate of grade, or has accepted any money or other consideration, directly or indirectly, for any neglect or improper performance of duty, or has violated any provision of this Act or of the rules and regulations made hereunder. Pending investigation the Secretary of Agriculture, whenever he deems necessary, may suspend a license temporarily without hearing: *(Provided, That no inspector or deputy inspector licensed by the Secretary of Agriculture to inspect or supervise the grading of grain shall during his term of service, be interested, directly or indirectly, in the handling, storing, shipping, purchasing, or selling of grain, nor shall he be in the employment of any person or corporation financially interested in the handling, storing, shipping, purchasing, or selling of grain. Gronna.)*

"Sec. 8. That the Secretary of Agriculture shall, from time to time, make such rules and regulations as he may deem necessary for the efficient execution of the provisions of this Act.

"Sec. 9. That any person who shall violate any of the provisions of Sections 4 or 7 of this Act, or any inspector licensed under this Act who shall knowingly inspect or grade improperly any grain which has been shipped or delivered for shipment in interstate or foreign commerce, or shall knowingly or carelessly give any false certificate of grade, or shall accept money or other consideration, directly or indirectly, for any neglect or improper performance of duty, and any person who shall improperly influence or attempt to improperly influence any such inspector in the performance of his duty, shall be guilty of a misdemeanor, and upon conviction thereof shall be fined not more than \$1,000, or be imprisoned not more than one year, or both.

"Sec. 10. That every person who forcibly assaults, resists, impedes, or interferes with any officer or employee of the United States Department of Agriculture in the execution of any duties authorized to be performed by this Act or the rules and regulations made hereunder shall, upon conviction thereof, be fined not more than \$1,000, or be imprisoned not more than one year, or both.

"Sec. 11. *(That if any clause, sentence, paragraph, or part of this Act shall, for any reason, be adjudged by any court of competent jurisdiction to be invalid, such judgment shall not affect, impair, or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, or part thereof, directly involved in the controversy in which such judgment shall have been rendered. Gore.)*

"Sec. 12. That there is hereby appropriated, out of any money in the Treasury not otherwise appropriated, the sum of \$250,000, which shall be available until expended, for the expenses of carrying into effect the provisions of this Act, including such rent and the employment of such persons and means as the Secretary of Agriculture may deem necessary in the city of Washington and elsewhere."

(Nothing in this Act shall prevent any person from selling or buying grain by sample, regardless of its grades. Gronna.)

The Committee agreed upon some of the amendments, but struck out or changed others so that as finally referred back to the House and Senate, the bill was closer to the original form in which it passed the House and upon which the grain trade was agreed. The time of notification of a change in grades was changed back to 90 days instead of 120, as the Senate made it.

Section 4 had the following amendment added to it:

Provided, That any person may sell, offer for sale or consign for sale, ship or deliver for shipment in interstate or foreign commerce any such grain by sample or by type, or under any name, description or designation which is not false or misleading, and which name, description or designation does not include in whole or in part the terms of any official grain standard of the United States, etc.

Senator Johnson's amendment and that of Senator McCumber were stricken out of Section 4 and the following inserted:

The Secretary of Agriculture shall require every inspector licensed under this act to keep complete and correct records of all grain graded and inspected by him, and to make reports to the Secretary of Agriculture, in such forms and at such times as he may require, showing the place of inspection, the date of inspection, the name of the elevator or warehouse, if any, to which the grain was delivered or from which it was shipped, the kind of grain, the quantity of each kind, the grade thereof, and such other information as the Secretary of Agriculture may deem necessary. The Secretary of Agriculture, on each first Tuesday in January and each first Tuesday in July of each year, shall make publication of a summary of such facts as are ascertained, showing in as great detail as possible all the facts, including a summary as to the amount and grade of grain delivered to the elevator or warehouse and the amount and grade of grain delivered from such elevator or warehouse, and the estimated amount received on sample or type by such elevator or warehouse, and the estimated amount delivered therefrom on sample or type.

Section 6 was also changed quite materially, and as referred from the Committee is as follows:

When a dispute arises as to whether the grade as determined by such inspection of any such grain in fact conforms to the standard of the specified grade, any interested party may, with or without reinspection, appeal the question to the Secretary of Agriculture, and the Secretary of Agriculture is authorized to cause such investigation to be made and such tests to be applied as he may deem necessary and to determine the true grade: *Provided*, that any appeal from such inspection and grading to the Secretary of Agriculture shall be taken before the grain leaves the place where the inspection appealed from was made, and before the identity of the grain has been lost, under such rules and regulations as the Secretary of Agriculture shall prescribe. Whenever an appeal shall be taken or a dispute referred to the Secretary of Agriculture under this Act, he shall charge and assess and cause to be collected a reasonable fee in amount to be fixed by him, which fee in case of an appeal shall be refunded if the appeal is sustained.

All such fees not so refunded shall be deposited and covered into the Treasury as miscellaneous receipts. The findings of the Secretary of Agriculture as to grade, signed by him or by such officer or officers, agent or agents of the Department of Agriculture as he may designate made after the parties in interest have had opportunity to be heard, shall be accepted in the courts of the United States as prima facie evidence of the true grade of the grain determined by him at the time and place specified in the findings.

These are the principal changes in the Bill that have been made and if these sections are satisfactory to the trade the Bill in its entirety probably will be.

ARBITRATION DECISIONS

G. A. Payne & Co., of Columbus, Ohio, sold to H. L. Buss & Co., of Boston, two cars of corn at 82½ cents per bushel, quick shipment. One car went forward as per contract and was accepted. On the last day of the contract G. A. Payne & Co. found that on account of embargoes at Harlem it was impossible to ship according to directions. Two days later, after the expiration of the contract period they wired their agents in Boston as follows:

"Are shipping Buss afforded still due, Hinsdale, Lyons color, Harlem embargoed again."

Their representative showed this wire to J. M. Berry, president of H. L. Buss & Co., who stated that it was satisfactory. This was not denied, but Mr. Berry contends that he did not read the message but understood it to refer only to the change in billing, supposing that the car had already been shipped. On arrival the car was refused and sold at a loss of 3¼ cents per bushel, which, with other charges, made a total claim of \$54.65.

The Arbitration Committee of the Grain Dealers' National Association to whom the above evidence was submitted, held that the defendants were in error, that Mr. Berry should have read the message when it was given him to read and that his acceptance of the conditions proposed extended the shipping time of the original contract. The defendants, H. C. Buss & Co., were charged with the amount of the claim and the cost of arbitration.

* * *

Another decision which was rendered by the Arbitration Committee since the last report was in favor of the Van Dusen-Harrington Company of Minneapolis whose claim of a commission charge on 50,000 December oats was upheld. The Mayo Milling Com-

pany of Richmond, Va., bought 50,000 bushels white clipped oats at 4 cents over Chicago December, delivered Richmond, for account of the Van Dusen-Harrington Company. On December 7, the defendants instructed the plaintiffs to buy 50,000 bushels December oats at 43½ cents or less. The plaintiff did so. The defendants hold that they presumed the plaintiffs had this 50,000 bushels sold in Chicago and that when they wired the plaintiff to buy December oats it would simply be a case of the plaintiff covering a sale already made and no expense would be incurred.

The Committee held that the Mayo Milling Company should pay this charge as their contract distinctly provides that they shall give the plaintiff 50,000 bushels Chicago December oats and any expense incurred in their securing these oats should rightfully be paid by them. Therefore the defendants should pay the plaintiff \$75, the amount of damage claimed, and the cost of arbitration.

* * *

The arbitration case between the Bennett Commission Company of Topeka, Kan., and the Miami Flour & Feed Company, Miami, Okla., has so many details connected with it that we give the evidence, as outlined by the Committee, in full.

The evidence shows that on September 3, 1915, by exchange of wires and confirmations defendants sold the plaintiffs one car (about 1,000 bushels) of No. 2 red wheat at \$1.08 per bushel delivered Kansas City, Mo., and shipment was made in car 14040 and invoiced as No. 2 red wheat and incorrectly billed to Kansas City, Kan., which car on arrival graded No. 4 and being sold on the open market at a price that was 16 cents per bushel less than the price of No. 2 red wheat the same day, which showed an overdraft of \$115.98 which was paid by the defendants, but under protest.

Further, that three other contracts on September 8, 1915, were made as evidence by confirmation numbers of the defendants and numbered 861, 862 and 863 of one car each of about 1,000 bushels of No. 2 red wheat, at \$1.06 per bushel, delivered Kansas City, Mo. Immediate shipment. Off grades at market difference, and that on September 8, 1915, there was invoiced on contracts 861 and 863 cars No. 32875 and 16139 and drafts made on a basis of No. 2 red wheat, both of which cars graded No. 4 red wheat on arrival, and showed heavy overdrafts.

Further, that on September 15, 1915, by exchange of telegrams defendants sold the plaintiffs one car of No. 2 red wheat, at \$1.08½ delivered, Kansas City, Mo., and on September 15, 1915, invoiced car No. 22807 as No. 2 red wheat which car on arrival graded "Sample Hard Heating."

The evidence further shows that on September 10, 1915, on arrival of car No. 14040 showing the first car to have a heavy overdraft, that plaintiffs commenced to wire and write asking the defendants to reduce the draft, and to hold their future drafts down to basis of the value of the grain shipped, which was not done, therefore, the plaintiffs refused to pay the drafts on cars No. 32875 and 22807, when presented.

On September 21, 1915, defendant wired plaintiffs, referring to car No. 22807, "Shipper will not accept 30 cents dockage draw back direct and cancel contract," to which plaintiffs answered, "Will cancel all portions of unfilled contracts basis drummer (115) Kancity signing otherwise insist upon your immediate fulfillment." To which the defendants replied by wire, "Are cancelling contract eight six two dated September eighth at nine cents per bushel difference due you. Have you unloaded car two two eight naught seven, and how are you handling wire inspection, shipper wants to handle the car and cancel contract, answer quick," and the plaintiffs answered on the same date by wire, "Nothing done with output during bulwer (22807) how about dreaming (1.08½) contract?"

The further correspondence shows that on the same date (September 21, 1915) the defendants turned the two cars No. 32875 and No. 22807 to other parties to handle for them.

That the contract of the defendants, No. 862 of 1,000 bushels was accepted as cancelled on basis of nine cents difference, but dispute advises as to the cancellation of the other 1,000 bushels as shipped in car No. 32875.

The net proceeds of car No. 16139 showed an overdraft of \$234.62.

On September 25, 1915, plaintiffs wrote to the defendants as follows: You have only cancelled 1,000 bushels and that unless we have a telegram before the opening of the market on Monday morning, September 27, 1915, that you will ship the remainder of contracts (2,000 bushels) not later than Wednesday, September 30, 1915, we will cancel on basis of Kansas City market of September 25, 1915."

The Committee after sifting the great mass of evidence as introduced find as follows:

That car 14040 was handled by the plaintiff in a regular way and that the amount should stand as settled.

That the cancellation of cars No. 32875 and No. 22807 should be made on a basis of the Kansas City, Mo., market of September 25, 1915, or \$1.20 per bushel for No.

2 red wheat, and that the cancellation of the 1,000 bushels covered by defendant's confirmation No. 862 at nine cents per bushel difference on September 21, 1915, was regular, thus:

Car 23807 overdraft correct at	\$234.62
Car 32875 withdrawn,	
Cancelled September 25, 1915.	
No. 2 red wheat, K. C.	\$1.20
Contract	1.06

1,000 bushels at.....	14—	140.00
Car 22807 Withdrawn.		
Cancelled September 25, 1915.		
No. 2 red wheat, K. C.	\$1.20	
Contract	1.08½	
1,000 bushels at.....	11½—	115.00

Confirmation No. 862	
Unfilled 1,000 bushels cancelled	
9-21-15 at 9 cents.....	90.00

Total	\$579.62
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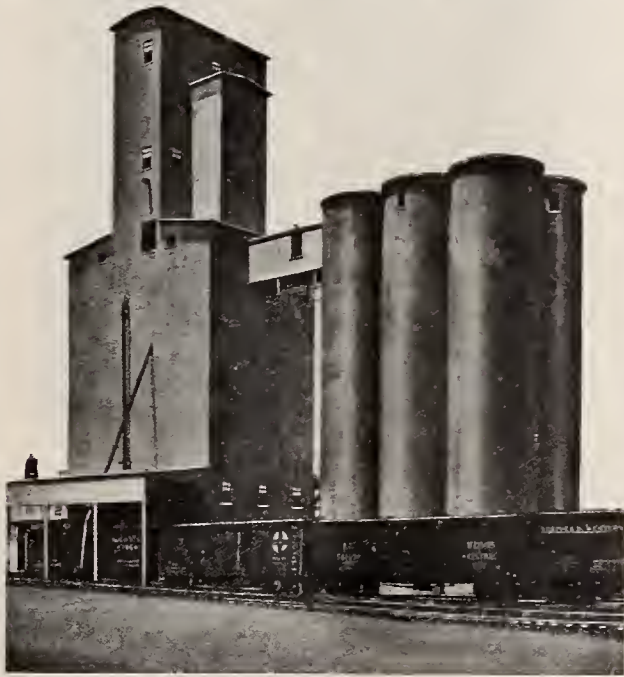
Less check paid by defendants account car No.	
22807	50.00

Balance	\$529.62
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That the Miami Flour & Feed Company pay to the Bennett Commission Company the sum of \$529.62 with interest from September 25, 1915 and the costs of arbitration.

A MEMPHIS MASTERPIECE

In spite of all the talk of the economic independence of the South and the wonderful results which will follow upon diversification of crops and the growing of all cereals needed there, it will take a



ELEVATOR OF THE BLUFF CITY GRAIN COMPANY, MEMPHIS, TENN.

great many years for this to be brought about even in approximate measure, without allowing for the yearly differences in cereal productivity. Even in a state as largely devoted to cereals as Iowa, every year sees in that commonwealth a considerable intrastate commerce in grain. Each locality is always short of some grain or other.

The Bluff City Grain Company of Memphis, Tenn., is a naturally optimistic concern, but when they established themselves a short time ago they realized that the economic millenium of the South was some years off, far enough indeed for them to handle grain at its gateway for quite a period and at a satisfactory profit. Their confidence in this condition of affairs was further proved by the building of a large elevator to assist them in handling grain to the best advantage.

This elevator is a credit to Memphis and a material addition to the grain capacity of the market. The elevator proper is 122 feet in height and the six storage tanks are 73 feet high. The elevator and warehouse are ironclad, while the tanks are of concrete. In its equipment the house is up to the minute, making it one of the most rapid handling plants in the Southeast. Both the receiving and the shipping legs have a capacity of 5,000 bushels per hour, and the cleaner leg has a capacity of 1,500 bushels per hour. An Invincible Cleaner large enough to handle this amount of grain easily is part of the equipment.

The weighing department of the house is well

cared for with two Fairbanks Self-registering Hopper Scales and two automatic weighing machines. Car pullers handle the cars on the siding. The entire plant is operated electrically, eight separate motors taking care of the different elevators and other machinery.

ADVICE FROM AN EXPERT

The following questions were received recently by the *Journal of Commerce* and answered by the experts on the staff of that paper:

Hartford, Conn.—We wish to inquire if we have a valid claim against a railroad company for unusual delay in arrival of goods which moved under the following conditions: Shipment was made from the West, and the bill of lading called for transportation over certain roads. Either by error or intention of one of the Western connecting roads, the shipment traveled over an entirely different route and there was a delay of about five weeks beyond the average time required for transit. Meanwhile the market price of these goods has declined very materially from that ruling at time they should have arrived.

WHOLESALEERS.

Reply.—The owner of the goods has a valid claim in this case. The undertaking of a common carrier is not simply that it will transport the goods, and then deliver them sooner or later; but that it will carry and deliver them within a reasonable time, all things considered. Indefinite delay may result in about as much damage to a shipper or consignee as a failure to deliver the goods at any time.

A Claim for Damages Draws Interest.

Brooklyn, N. Y.—A claim for loss and damage to a shipment due to a leaky car roof was entered immediately on receipt of the merchandise. The acknowledgment is received from the transportation company of the claim and the same is followed up from time to time by the consignee endeavoring to effect a settlement, and six months elapse before the claim is paid, the amount involved being several hundred dollars. We would like to know if we are not entitled to interest on this amount from the transportation company in addition to the face of the claim.

B. S.

Reply.—Our correspondents are entitled to interest in this case. The transportation company admits that they are entitled to damages. These damages accrued, not at the time the carrier admitted them, but at the time the injury was done. Interest began to run at that moment. The transportation company was at liberty to take time in which to investigate the matter; but the question was as to the validity of the claim at the time the damage is alleged to have occurred. If it appears, as it does in this case, that damages were then due, it must also be admitted that the amount of such damages should draw interest until payment of them is actually made.

A Shipper Is Bound by His Contract.

New York.—Referring to your answer to our communication regarding the liability of carrier for goods lost, we are inclosing copy of letter received from the railroad, also copy of references mentioned in their letter. You contend that the carrier is liable for replaced value, whereas the railroad admits liability only for the actual cost of the goods. We would appreciate whatever light you can shed on this problem. The law quoted by the railroad is as follows:

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight charges, if prepaid) at the place and time of shipment under this bill of lading, unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence."

A. V.

Reply.—A carrier who loses goods or fails to deliver them is, at common law, liable for the value of the goods at the time and place at which they should have been delivered. If the carrier and the shipper see fit to enter into a specific contract fixing some other basis of liability they are, of course, at liberty to do so, and the courts will enforce the agreement as made. In the case our correspondents put there is an agreement, which must be supported by a sufficient consideration, that the shipper will accept invoice value in case of loss. Having voluntarily entered into that agreement, the shipper is bound by it. There was nothing in our correspondent's former letter to show that he was a party to an agreement of this kind.

Denver Grain Dealers Play Host

Get-Together Meeting of Colorado Grain Interests Proves a Great Success—Response From Shippers Liberal and a Record in Entertainment Established

THOSE who responded to the invitations sent out by the Denver Grain Exchange in their first annual convention held August 1 and 2, enjoyed a privilege known only to those who live in Colorado.

Much has been written and a great deal has been said about southern hospitality, but the 60 delegates who registered for the "get-together meeting" will long remember the splendid manner in which they were feasted and entertained in the Queen City of the Plains.

There were only two sessions, Thursday morning and Wednesday morning, and, as announced in the program, it proved to be purely a "get-together meeting" for, after listening to interesting talks delivered by prominent Denver speakers during these sessions, the delegates were invited to an elaborate dinner and dance the first afternoon and evening at the old, time-famous Elitch's Gardens, and a dinner and "seeing the Sights" at Lakeside. The tables were set under the trees and the 150 or more guests, including the wives and sweethearts of the delegates, were given a treat long to be remembered.

Jas. McSwigan, manager of the Crescent Mill & Elevator Company, acted as toastmaster. He called upon several of the pioneer grain men for talks, among whom were M. C. Harrington.

Mr. Harrington spoke about the passing of the beautiful Elitch's Gardens, known and visited by everybody in the state of Colorado. The advent of the motor car, however, brought the surrounding mountain parks and cities closer and the once famous gardens became a secondary attraction.

Responses were made by Andrew McClellan of Pueblo, who became a grain dealer in Colorado in 1872. He was followed by Senator O. L. Mitten of Wray who told of the marvelous advance in grain production in eastern Colorado.

In the absence of J. F. Collins, president of the Denver Grain Exchange, due to illness, Jas. McSwigan welcomed the delegates who gathered in the rooms of the Civic and Commercial Association of Denver Tuesday morning. He said it was not the purpose of the conference to transact a lot of business but to get acquainted and have some fun. Owing to the recent rains, however, the auto trip over Lookout Mountain and through Bear Creek Canyon had to be abandoned on account of the bad condition of the roads, and the dinner and dance substituted for the first day's entertainment.

Mr. McSwigan then read a paper on "Denver as a Coming Grain Market," as follows:

In the beginning of 1912 the organization of a Grain Exchange in Denver had not been even talked of.

Many meetings had been held by the grain men to try and devise ways and means for protecting themselves in the purchase of grain, particularly in the purchase of corn and oats from the states east of us. With all due respects to any visitors we may have from our neighboring state of Nebraska I am constrained to say that Denver was looked upon as the one real dumping ground of the United States for all off grade grains. If we made a contract for a certain number of bushels of corn or oats to be of a certain grade, we knew that if the grain happened to be of that grade we would get it, but if there was grain which would run several



J. F. COLLINS
President Denver Grain Exchange.

grades lower, we were sure to get it and same was applied on contracts without any discount. We were, in many instances, compelled to accept any and all weights without redress. Of course, very often we were able to get some protection when we could absolutely demonstrate that the weights were incorrect, but it was a most unsatisfactory way of doing business.

We finally sent a committee to Omaha to interview a number of the largest shippers to this market with the view of having them accept our weights in final settlement and to try to make some arrangements for protection in the matter of grades. Some satisfaction was obtained, but when the committee returned the suggestion was made that we start a grain exchange in Denver and within two months of that time the Denver Grain Exchange was doing business.

A start was made on April 1, 1912, and the organization of this Exchange has meant more to the grain

men of Colorado than any other action taken before or since. Instead of being a dumping ground we are now getting the best there is and when we fail to get the kind of grain we buy, we at least are enabled to take in the grain on the basis of its value.

The members have, from the start, been very jealous of the reputation of the Exchange and always when there is a question of doubt the shipper has received the benefit of it. In this way the Denver Grain Exchange has become known throughout the grain trade as an absolutely fair market and while at first many did not want to ship on Denver terms, there are very few grain merchants throughout the country who will not at this time ship to Denver on Denver terms and we have had many letters from grain dealers stating that they would rather ship to Denver than to any other market, as our grades and weights were all that could be desired.

As to the future of the Denver grain market, the possibilities are almost unlimited. In the first year beginning April 1, 1912, and ending March 31, 1913, the Exchange handled 3200 carloads of grain. During the year ending March 31, 1916, we handled 5500 cars of grain, an increase of about 80 per cent in four years. The Exchange has been self-supporting from the start and the last fiscal year showed a very nice gain, so that actual value of the outstanding stock at the present time is considerably more than the amount paid for it.

In addition to handling this grain, we inaugurated a hay inspection and weighing department on April 1, 1913, which was successful from the start and we have been handling over 2000 cars of hay per year through the Exchange.

As the agricultural possibilities of eastern Colorado are almost unlimited and as the development has really just started, the future possibilities of the Denver Grain Exchange are very great. The fact that wheat can be grown in Colorado under adverse conditions and in a droughty year is amply demonstrated this year since it has been one of the driest years we have had for quite a while, and from first hand information which we have the crop of eastern Colorado this year will be greater than last. The yield per acre, of course, is not so great, but the increased acreage is very great and will continue to increase. In all sections of eastern Colorado at the present time, hundreds of tractors are breaking up new ground, and in 10 years from this time we believe eastern Colorado will be one of the finest agricultural districts of the United States.

In addition to the possibilities of vastly increased acreage in our own state, the Grain Exchange at the present time is actively engaged in securing favorable freight rates from other states, so that in a very short time we hope to move through Denver a vast amount of grain which is now going through other markets. Denver is so situated that grain from the points in question can readily move through here to better advantage and with shorter mileage than the direction in which it is now moving. With a body of men such as belong to the Denver Grain Exchange looking after the interests of the grain trade and betterment of Denver as a grain market, it will be very surprising indeed if in another four years the grain handled through this market will not be at least 200 per cent greater than during the past year, and the volume should continue to grow with the development of the West to such an extent in years to come (and not so many years at that) that Denver will be counted as one of the big grain markets of the country.

It has been demonstrated that corn of very fine quality can be raised in Colorado and the far eastern part of the state is rapidly increasing in the production of corn. In fact, where we were formerly supplied almost exclusively by Kansas, Nebraska and Oklahoma, in the past two years fully one-half or more of the corn consumed in this state was offered in such quantities



HOSTS AND GUESTS AT DENVER, AUGUST 1 AND 2

from eastern Colorado that the Colorado trade could not handle all of it and much of this corn moved to Omaha and Kansas City.

As for the raising of oats and barley and rye, the climatic conditions are of the very finest and Colorado oats and barley, as a general rule are far superior to the Eastern article.

Denver as a grain market is only in its infancy, but is one of the liveliest infants I know anything about. Watch it grow! It is already out of its swaddling clothes and in a very few years will have reached such a stature as will command the respect and admiration of the entire grain trade of the United States.

Chief Inspector L. C. Hine addressed the conference on "How Our Weighing and Inspection Is Handled."

Mr. Hine promised to comply with the wishes of the committee and make his talk short. He too was raised on a farm, plowed and prepared the ground for the grain, which, as he said, helped fit him for the position of grain inspector. After operating an elevator in Nebraska for several years, where he also bought sand mixed with the oats from the farmer, he came to Denver to his present position. He pointed to the fact that those shippers who think they are not getting good treatment in Denver got the same in Chicago or Kansas City. "We can't satisfy everybody," he said. "Rules adopted by the Denver Grain Exchange must be complied with. There will always be differences of opinion. We have our rules published and everybody can get them. When the U. S. Government adopted rules on grading of corn there was a reason." He called attention to the fact that Denver was being made the dumping ground for poor grain. After coming there he found merchants bought grain over two grades lower than contract called for. "The benefit received by the Exchange," he said, "are the same to shippers as to receiver. Grain is graded on its merits. The rules conform to rules on other markets."

Mr. Hine called attention to the splendid weighing facilities which are as good as in any market. Scales where weighing certificates are issued are inspected monthly by expert scale inspectors and by railroad inspectors and state weighmasters. It's the same in Omaha. "Weighmasters stationed at the elevators," he said, "are the best obtainable and must do their duty. Cars are physically examined, scale records taken by the weighmasters and kept in the office, which makes it easier to establish a claim against the railroads. We want to deal out justice to you shippers and not benefit ourselves."

"We have all equipment in our Exchange to inspect grain efficiently. The Government has furnished us appliances to find the moisture test in corn."

"The Hay Inspection Department inspects each car on its merits and gives every shipper a square deal."

"I trust that this meeting has proved profitable to you," he said, "and hope that in the future the Denver Grain Exchange will equal Omaha and

Kansas City, to which end I will do all I can to help."

WEDNESDAY MORNING SESSION

The Wednesday morning session was opened with an address on "Colorado" by Mr. Harrington, Vice-President of the Hibernian Bank and President of the Harrington-Plumer Mercantile Company. Mr. Harrington said that he was no doubt invited to talk on account of his long connection with the



SIX DENVER GRAIN CELEBRITIES
Top Row—George S. Clayton, T. S. Savage.
Middle Row—F. G. Olson, F. J. O'Donnell.
Bottom Row—R. C. Johnson, J. A. McSwigan.

hay and grain interests and in organizing the Denver Grain Exchange. He stated that the grain trade exerts a great influence over any community, bankers, etc.

"When a commonwealth of 103,948 square miles, with but 40 years of statehood to its credit, and inhabitants numbering only a million, produces in a short year almost a quarter of a hundred million of dollars of new wealth in agriculture, horticulture, mining, livestock and manufacturing, it is a story of first magnitude and one which must make the people of America sit up and take notice. It is a kaleidoscopic picture that

meets one's gaze, not the story of a state which is all cotton or corn, but the sparkling vista of a sturdy commonwealth which is all everything, and pretty much of each."

In describing the agricultural situation he drew a beautiful picture of a farm in northern Colorado with fields of alfalfa, sugar beets and potatoes. He stated that Colorado alone had 250 varieties of grasses.

"Colorado has 103,948 square miles, larger than the New England states," he said. "The land having an elevation of from 3,000 to 4,000 feet is 1,346,000 acres, 4,000 to 5,000 feet elevation, 14,608,000 acres; 5,000 to 6,000 feet, 10,946,000; over 10,000 feet elevation, 8,296,000 acres, devoted to lumber, mining, tame and wild animals in the state."

In reviewing the crop production of the state he pointed out that in 1915 the production of wheat amounted in value to \$10,640,000; corn, \$6,215,000; oats, \$4,797,000; barley, \$3,505,000; hay, \$16,188,000, or a total agricultural and horticultural production of \$87,130,553.

The livestock output in 1915 was: Cattle, \$21,615,000; sheep, \$9,360,000; hogs, \$3,314,000; horses and mules, \$15,761,000, a total of \$50,050,000, and a wool production of \$1,988,000.

As a mining state Colorado ranks among the leaders. Its output of gold in 1915 amounted to over 23 millions of dollars; silver, 4 million; lead, 3 million; zinc, 13 million, a total mineral production of over 50 millions of dollars.

Europe called for tungsten, vanadium and molybdenite to toughen its fighting steel. Colorado supplied it. The total mining production of all kinds for 1915 amounted to \$47,521,615. The value of the sugar crop was \$24,225,000.

Some of our own citizens urge that we have no manufacturing industries, no dinner pail brigades, and that manufacturing is in its infancy. They forget the great steel plants at Pueblo, the 16 sugar factories, the foundries and machine shops for the manufacture of mining machinery, the cement, marble, chemical, the great canneries, and factories for the manufacture of malted milk, pickles and allied products, flour mills that do a business of \$2,000,000 a month.

They forget the great packing plants at Denver and Pueblo now being enlarged. The manufacture of gun powder, dynamite and fuse, clay pottery, terra cotta, candy, paint, sash and door factories employ capital and labor. The great grain elevators and feed mills give employment to hundreds of laborers and distribute as much money to the people of Colorado as any other industry.

In conclusion Mr. Harrington stated that he wanted the railroad terminal built through the mountains to make Denver a direct line to the West instead of going to Pueblo and Chynenne, and an extension of the reclamation Bureau for the irrigation of Colorado.

EASTERN COLORADO

George W. Martin, general agent of the Rock Island Railway, read a paper on "The Agricultural Possibilities of Eastern Colorado," as follows:

The subject of the successful agricultural development of eastern Colorado is one that has attracted during recent years more interest among the business people of the commercial centers of the state than almost



MORE OF THE DELEGATES AND DENVERITES AT THE GET-TOGETHER MEETING

any other subject that relates to the constructive upbuilding of the state, it being generally conceded that if with the limited amount of moisture that country could be made productive, such productiveness would eventually be one of the most important factors in increased business activity in the commercial centers and throughout the state.

Much pioneer work was necessary before the problem could be satisfactorily demonstrated, and before such stage of productiveness could be reached as would emphasize the importance of the plains of eastern Colorado as a part of the agricultural unit of the state.

In the past during some excessively dry years, individual failures have caused numbers of people to move, thus creating in the minds of our own people much doubt as to whether or not eastern Colorado was capable of successful agricultural development, taking the results as a whole year in and year out. Under such conditions the greatest problem that confronted this subject was the question of the restoration of confidence such as would put new hope and encouragement into the hearts of the pioneer farmers, and such confidence as would enable them to get the necessary credit, financial and commercial, which they must have in order to successfully work out their problem.

These conditions involved two distinctive lines of educational work. One among the farmers, as to what was necessary in the way of proper soil tillage, conservation of moisture, adaptable crops, and the wisest procedure which might bring the farmers reasonable returns and a sure living year in and year out, basing their calculations on the driest year rather than the year of average excess precipitation.

The other line of educational work has been to remove as far as possible from the minds of the business people in the commercial centers with whom confidence and credit must be established the opinion they formerly had that successful development of the plains was impracticable, and the further thought that bringing people into that country when the chances were against their success should not be encouraged.

Much successful work has been done along such educational lines during the past few years, and this work has been productive of such results as would tend to re-establish confidence in our commercial centers as to the future of that country.

I am glad to say that the Rock Island Railway, which I have the honor to represent, through its agricultural representatives and others of its officials, has been intensely interested in this subject, and has taken an active part in both lines of this educational work for a number of years. We have from year to year, given the farmers located along the line of our road the best information and advice we could, such as we have felt would interest and help them. At all times we have claimed that any permanent success must be based on proper soil tillage, conservation of moisture, drought resistant feed crops, dairying, silos, diversified stock raising and poultry raising, showing the farmers as far as we could that in this line of operations there could be no failures, even in the driest years. We have not discouraged the raising of small grain and other cash crops, but have insisted that the production of such crops at all times should be made secondary in importance to such line of operation as I have described, and which would make the operation of the farmers safe and sure in years of excessive drought where cash crops might be a partial or total failure; and in years of normal precipitation small grain would help to materially increase the sure results which the farmers are building up for themselves under such a line of safe procedure.

We believe that every farmer moving into the plains of eastern Colorado should be similarly advised. He should not be led to believe that he can ignore the safe rule, and stake his all on cash crops. Any advice to the contrary is unjust to a new settler, a detriment to the cause, and may in the end result in his failure. If, on the contrary, he is properly advised from the start, such advice should result in helping to make him a success.

One of our most important problems in the working out of this matter as a whole should be to put forth our best efforts to aid and assist as far as possible in making a success of those we already have in that country, for the success of those that we have will mean that we will have little or no trouble in bringing in others in our desire and effort to promote immigration and settle up these lands in their entirety.

During recent years, through the educational work that has been done, assisted by the Agricultural Department at Washington, the Extension Department of the State Agricultural College, and the magnificent work done by the country agricultural agents, the farmers of eastern Colorado have gained much valuable information such as now enables them to minimize absolute failures, even in years of abnormal drought.

For the past four years, say, from 1912 to 1915 inclusive, the crops of all kinds in Eastern Colorado have been bountiful. Two years out of the four the Government Weather Bureau records show that the average precipitation was about normal; the other two years the Government records show the average precipitation to be in excess of normal, but the fact that successful farming of all kinds was done during the two years of average normal precipitation should show conclusively and convincingly the possibilities of production in years of average normal rainfall.

We are now passing through one of the dryest years of which we have record, which experience should have its value, for it enables us, under the advanced idea of what we have gained in past years in the knowledge of scientific farming, to compare our results with those which formerly obtained in dry years when we were without the benefit of such educational work as has been done during the past years. In years past, farming as done under the old tillage methods, a year such as this would have meant failure and disaster. Not so at the present time.

From our best sources of information we learn that eastern Colorado will come through this year of drought without serious injury. Under improved tillage methods we learn that that country has produced 50 per cent or more of the wheat and other small grains which it produced in 1915, a year of abnormal precipitation. Our corn is looking well as a rule, and promises reasonable crops. We have many thousands of acres of pinto beans, which are drought resistant, and which will produce hundreds, and perhaps some thousands of carloads, for which there is a big cash demand at high prices all over the country; and the most of our farmers have cows, and are getting their cream checks each week. There will be produced ample feed crops to carry on dairying and diversified stock raising, and our eastern Colorado farmers will not go backward on account of this year of drought, but will have, even under such conditions, something to add to what they have so substantially built during the past few years.

This drought may, and perhaps will, work some hardship on the newcomers who have pitched their crops on sod land, but even on such land under such conditions they will be able to produce feed crops such as will be ample for the carrying on of their dairying and livestock operations.

Now, as to the other line of educational work that has been done in the past few years. That is to say, the efforts that have been made to re-establish confidence in the commercial centers in the future of eastern Colorado.

I am told by the farm loan companies that they now give the same consideration to applications for loans from the farmers of eastern Colorado that they give to similar applications from any other section. The banks of these cities tell me they are rediscounting farmers' notes which come to them from the banks of eastern Colorado or other sources. The jobbers tell me the credit of the merchants of eastern Colorado is just as good, if not a little better than it was a year ago (many of them being on a discount basis), and at that time the credit of eastern Colorado merchants was as good as that of the merchants of any other section of the state. I am told by private individuals who have loaned money to farmers in eastern Colorado that their interest is being promptly paid, some of them taking care of the principal as well, all of which goes to prove that in the establishment of absolute confidence a closer relationship is being built up between our business people and our farmers, which will in time reflect a substantial and important benefit throughout the entire state.

Mr. Martin concluded with a discussion of the wage controversy between the railroads and the trainmen, after which the grain men passed a resolution asking Congress to intervene in the dispute.

During the open session the question of how the discounts were arrived at was answered by T. D. Phelps of the Farmers Grain Company, chairman of the Discount Committee. He stated that three disinterested parties composed the Committee, which has no knowledge of the parties interested in the case, and believed that the discounts were figured closer than that of any other market.

Before closing Mr. Geo. M. Morrow extended a vote of thanks to the Grain Exchange for the splendid hospitality extended the delegates.

MOUNTAIN BREEZES

Before leaving Denver the delegates were informed that President Collins was speedily recovering from his illness.

Besides acting as a member of the Arrangements Committee, Jas. McSwigan performed the honors of speaker and toastmaster, to the gratification of everybody present.

The conference was the first one held by the Denver Grain Exchange since its organization four years ago. The result of the two days' session was a determination to continue to reap all the benefits such an organization together with an annual meeting can produce.

F. J. O'Donnell came all the way from Omaha to visit the old stamping grounds. He behaved most splendidly and besides renewing old acquaintances met new friends. He reneged, however, when it came to taking the "third degree." He went on

to Salt Lake City on business before returning to Omaha.

A great deal of credit was given Chairman F. G. Olson for the success of the convention, and he is further to be congratulated for his foresight in stocking up with refreshments so much missed in dry states. A continuous stream of delegates kept going to and fro to his headquarters at the Wm. Penn Hotel.

THE ATTENDANCE

The registered attendance at the convention was as follows:

L. C. Hine, grain inspector, E. J. Joerger, assistant grain inspector, Denver; F. G. Olson, Farmers Grain Company; Jas. A. McSwigan and J. O. Anderson, Crescent Mill & Elevator Company; W. W. Wierman, Miss Davies, Miss Shutte, J. V. Smith, Chester Brown and Mrs. W. H. Wierman, Summitt Grain & Coal Company; C. F. Best, J. D. Best & Co.; M. C. Dolan, Excelsior Roller Mills; T. F. Savage, Hungarian Mill & Elevator Company; R. P. Quest and Frank G. Strayer, F. C. Ayres Mercantile Company; Arthur J. Dodge, secretary of the Chamber of Commerce; Oskar N. Anderson, Anderson Bros.; W. H. Work, Colorado Mill & Elevator Company; Geo. S. Clayton, Cash Commission Company; C. L. Bloom, Denver Elevator Company; G. R. Kern, Barteldes Seed Company; Albert Wright, Longmont Farmers Mill & Elevator Company; C. M. Harrington, Harrington-Plumer Mercantile Company; T. D. Phelps, Farmers Grain Company; E. W. Woodbury, Mrs. E. W. Woodbury, W. J. Moon, R. C. Johnson, M. M. Smith, Peter F. Kloeppinger and Frank Krulackar, all of Denver.

S. J. White, Colorado Grain & Elevator Company, Sterling, Colo.; M. D. Coffin and V. H. Hamilton, Farmers Elevator Company, Longmont, Colo.; J. W. Borders, Snell Mill & Elevator Company, Stratton, Colo.; J. J. Ackerman of Atwood, Colo.; Mr. and Mrs. H. A. Robinson of Colorado Springs, Colo.; J. H. Graves, Arriba Trading Company, Arriba, Colo.; Hugh Baker and Robert Finnigan, Farmers' Equity Exchange, Burlington, Colo.; G. J. Siebens, Kansas City, Mo.; F. J. O'Donnell, O'Donnell Grain Company, Omaha, Neb.; Russell Molloyhan, Farmers Co-operative Elevator Company, Fleming, Colo.; C. H. Mitchell, Farmers Elevator Company, Haxtun, Colo.; Geo. K. Kincaid, La Veta, Colo.; O. L. Mitten, Wray, Colo.; Arthur Ling, Eaton, Colo.; O. H. Ketcham, Arapahoe, Colo.; Geo. M. Morrow, Wiggins, Colo.; J. F. Springle, J. E. Cline and A. McClelland, Pueblo, Colo.; W. C. Cook, with Longmont Milling Company, Ft. Collins, Colo.; A. G. Rudolph, "American Grain Trade," and W. B. Granger, Chicago, Ill.; Roy C. Cuney, Shannon Grain Company, Hyde, Colo.; J. P. Ross, with Farmers Grain Company, Deer Trail, Colo.; and T. G. Fick, T. G. Fick Grain Company, Boyero, Colo.

WHEN A CARRIER BECOMES INSOLVENT

BY SYDNEY A. HALE.

Joint rates, upon which so much of the freight of the country moves, are charges participated in by two or more carriers. For example, rates naming charges for the transportation of various commodities between New York and San Francisco are published. There is no railroad serving both cities with its own rails. The through rate published applies over the lines of several carriers. The proportion each carrier receives of that rate for its share of the service is technically known as a "division." Ordinarily divisions are no concern of the shipper. He is interested in the rate as a whole and when he feels that rate to be unreasonable, he generally attacks the through charge.

When a rate has been declared by the Interstate Commerce Commission to be unreasonable and reparation has been awarded to the shipper, the Commission does not attempt to fix the amount each carrier shall pay, but orders the payment of the entire amount in gross. "It may be said, however," stated the Commission in one case, "that apparently these damages should be apportioned among the carriers upon the basis of the rates established and the divisions agreed upon among the carriers; that is, each carrier should pay such sum as the amount actually received by it exceeds the amount which would have been received had the rate fixed by the Commission been applied with the division of that rate which the carrier is now accepting."

A new angle to this question, however, was recently injected into a case filed by the Riverside Mills against the Augusta & Savannah Steamboat Company *et al.* Subsequent to the movement of traffic upon which the Commission ordered reparation, one of the carriers parties to the transaction

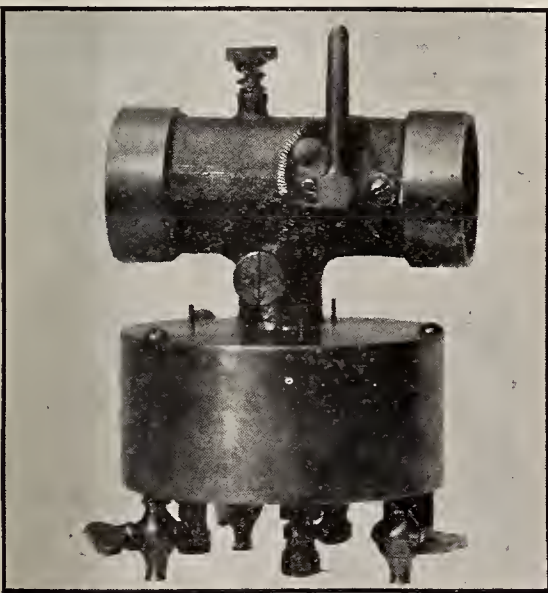
became insolvent and retired from business. In this particular case, the movement was not upon a published joint through rate, but upon a combination of local rates. The solvent carriers thereupon set up the plea that they should not be required to pay the total amount of reparation due, but only on the basis of their respective proportions of the total charges collected.

"It is not our function," answers the Commission, "to determine whether one or more of the several carriers from whom reparation is found due is solvent or insolvent. If a through rate, joint or combination, is found unreasonable and reparation is ordered the order entered runs against the carriers, collectively, that participated in the transportation. Awards of reparation do not depend upon the solvency or insolvency of the carriers concerned."

CUTTING COSTS

In considering power there are two items that appeal to every buyer; first cost and running expense, and in these days of altitudinous gas, the operating cost for an internal combustion engine is what gives fits to profits. Gasoline is getting so high that the mere smell of it about a person's clothes is as good as a letter of credit. An automobile owner keeps his gasoline in the safe and if there isn't room for both there, the family silver is stored in the garage. When a man starts his gasoline engine in the elevator now-a-days he consults his banker and other financial advisers just as he does when he makes any other large investment.

But, seriously, the rise in gasoline cost has given a big problem to engine owners. Gas, of course, in small power plants (under 50-horsepower) even now is more economical than steam, but compared to operating cost of three years ago it is a considerable burden. There is a substitute at hand, however, cheap, dependable, and abundant, which is made available by recently perfected carburetors. The Kerosene Carburetor Company, of Frankfort, Ind., has made this non-volatile oil do all the work of gasoline at from one-third to one-half the cost, by designing a carburetor which can be attached to any gasoline engine and which, after starting with gasoline, will volatilize kerosene so efficiently that



KEROSENE CARBURETOR

the same power can be derived from a quantity actually less than if gasoline were used. This, together with the relative cheapness of the fuel, makes a kerosene carburetor of interest to every engine user.

The Kerosene Carburetor Company is turning out about 100 a day and they keep 10 installers busy all the time. They would be glad to answer any questions relative to the carburetor and will send description and full particulars upon request.

REPORTS from Amsterdam, Holland, say that the Government of that country has arranged to buy up all grain in the fields at prices to be fixed by the Minister of Finance.

DEATH TAKES FREDERICK L. CRANSON

There will be very many friends to receive the news with profound sorrow that Frederick L. Cranson, secretary of the Huntley Manufacturing Company of Silver Creek, N. Y., has passed beyond. The grain and milling public, however, among whom he has been closely associated during a lifetime of industry, knew of the illness resulting from a stroke of paralysis, that had kept him from active life during the past few years, so his end was not unexpected. Death called him at 8:30 a. m. Saturday morning, July 29, and his passing was as quiet and peaceful as his friends could have wished.

F. L. Cranson was born in Rome, N. Y., March 16, 1855, and was therefore in his 61st year. He had been connected with the manufacturing business of Silver Creek since 1885 when he, with his father, Giles S. Cranson, established the Monitor works to manufacture buckwheat hullers and grain cleaning machinery. During his active connection with the firm he had charge of the company's cor-



THE LATE FREDERICK L. CRANSON

respondence and salesmen. Outside of business he was especially devoted to the Masonic order, being a thirty-third degree Mason and highly esteemed in Masonic circles, among whom he had been a lifelong and influential member. Mr. Cranson requires but little eulogy. He was a man of exceptionally warm personality who made friends quickly whom he kept through qualities of perfect sincerity which he earnestly cultivated throughout his career. He leaves a wife and two daughters, one of them married and residing at Racine, Wis. The funeral took place on Monday, July 31, and the interment was at Silver Creek. A vast concourse of home friends, employes, fellow officers of the company, followed him to take the last farewell at the tomb.

A CARLOAD OF BELT TRIPPERS

A decidedly interesting sight to all interested in high-grade mechanical devices was the carload of trippers for 42-inch belts, shipped out the past week by the Weller Manufacturing Company, Chicago, to James Stewart & Co., for use on the latter's contract for the Western Maryland Railroad Elevator at Port Covington, Baltimore, Md. This carload shipment, the second of its kind within 10 days for the same parties is unusual, and is an occurrence seldom noted. Many curious crowds were attracted to this car where stops were made enroute, especially in the manufacturing sections.

These trippers are of the well-known Weller patented type for heavy duty. They are made in such a manner that it is practically impossible for the belt to get caught in the frictions and cause damage. The car is shown in the background of the illustration.

As an evidence of the popularity and the heavy demand for these machines, it might be mentioned that 45 trippers of this general type have gone through the Weller shops during the current 60 days.

Despite the unprecedented rush of business the Weller Company has been maintaining its reputation for delivery. This has been possible, however,



A BIG BELT TRIPPER SHIPMENT

only by making careful promises based on the work on hand and not overloading its plant with business taken on promises made regardless of delivery.

Orders are going out practically on the day scheduled; the plant is running up to its capacity, and many large orders are now being booked for delivery in December, January and February. The usual run of business also is passing through this plant in the customary speedy manner.

TORNADO INSURANCE COVERS WATER DAMAGE

To what extent, if any, Western grain shippers will be effected by the recent decision of Judge Clay S. Briggs of the Texas Tenth District Court is impossible to say, but the decision will be of interest to all coast mills and elevators which carry tornado insurance. Under the decision it was found that contributing cause of damage was of as great importance as the immediate and more obvious cause.

The policy of the Palatine Insurance Company, Ltd., which was under review, contained the following clause: "This company shall not be liable * * * for loss or damage occasioned directly or indirectly by or through any * * * tidal wave * * * high water, overflow, cloudburst * * * nor for consequential loss of any kind." In disregarding this clause in his decision, Judge Briggs said:

But even if it should be held that the exceptions just referred to were applicable as limitations upon the general loss clause of the policy, yet the court finds that there was no tidal wave, high water, overflow or cloudburst within the meaning of such conceptions. Even if it should be contended that conditions were present suggestive of a tidal wave, though there was no earthquake, certainly such conditions in no sense could be said to be separate and apart from what, under the evidence, is fairly and reasonably included within the term hurricane, cyclone or tornado, and the insured is entitled to the benefit of a favorable construction. It undoubtedly appears from the evidence and agreed statement of fact that it was the violent and tempestuous action of the wind that set in motion and gave to the water its power for harm; that but for the violence of the wind, in no event would the waters of the Gulf (and it is not contended that any other waters occasioned any damage) have risen sufficiently high to have reached the level of the foundation even of the building insured. In fact, as appears from the agreed statement of facts, the level of the water was considerably below the level of the foundation of the building, though it is further agreed that during the height of the storm waves 30 and 50 feet high were projected over the seawall. The efficient predominant cause of such waves and damage occasioned thereby, in combination with the action of the wind, was the direct force of the wind alone.

It, therefore, appears, and the court so finds, that the loss and damage to the building of the insured was directly and proximately caused by the direct force of the wind alone, though it may be true that to the extent of the amount of the loss in dispute other causes incidentally contributed to such loss. Such incidental causes, however, being in no sense intervening, independent causes, but being such as necessarily and inevitably followed the predominant efficient cause—direct force of the wind.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, AUGUST 15, 1916.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

WORLD WHEAT AND PRICES

ANNOUNCEMENT was made on August 14 that U. S. Prosecuting Attorney Cline of Chicago would start an investigation of the rise in wheat prices at once, and would keep a sharp eye on developments to see that there was no manipulation of the market by speculators. On August 11, the *Daily Express* of London was quoted as stating that the rise in grain prices was due to the fact that "Circumstances appear to have conspired to enable the Chicago wheat market to indulge in one of its periodic gambles for the purpose of putting up the price against bread later."

The two Congressional investigations of two years ago will be remembered, one because wheat prices were so low, before the outbreak of the war, and the other because they were so high after that tragic event. There are men with minds so aslant that a malign conspiracy seems to be back of every untoward event. No doubt the market manipulators were responsible in some occult way for the excessive heat that shriveled the forming wheat kernels before they could fill and ripen; perhaps they spread the black rust from field to field so that our spring wheat crop would show its greatest recorded loss in a 30-day period. Are they responsible also for the fact, as estimated by Broomhall, the English statistician, that import requirements during the coming crop year will be 592,000,000 bushels of wheat, which high freight rates may reduce to 560,000,000 bushels; that Argentina, Australia, India, and Russia will be able to export only 216,000,000 bushels, leaving 344,000,000 bushels to come from this country and Canada? Our exportable surplus on the new crop is only 34,000,000 bushels and about 160,000,000 bushels of

carryover from last year, which nobody wants if they can get anything else. This will leave 150,000,000 bushels to be supplied by Canada, but in spite of its large carryover Canada will not have so much to export. If the manipulators are indeed responsible for all of these conditions, then they should certainly be watched closely, for it is this combination which has taken the lid off the prices.

THE AUGUST CROP REPORT

RUST and blight reports from the Northwest for the last month have prepared the trade to some degree for the pessimistic Government report which was released August 8. It was not wholly discounted, however, for on the following day all grains registered marked gains, September wheat going to \$1.44 $\frac{1}{4}$, a gain over the close of the previous day of 11 $\frac{1}{8}$ cents, while May jumped 11 $\frac{3}{4}$ cents. Not for years has the Government been called upon to report such heavy losses to the growing crops. Within a month spring wheat has declined from 270,000,000 to 199,000,000 bushel promise, a loss of 71,000,000 bushels, while winter wheat unexpectedly lost 34,000,000 bushels, bringing the total wheat crop to 654,000,000 bushels as against 1,012,000,000 bushels last year. Compared to last year, corn shows a loss of 28,000,000 bushels; oats, 266,000,000 bushels; barley, 42,000,000 bushels, and rye, 7,000,000 bushels. The estimated total for these grains are corn, 2,777,000,000 bushels; oats, 1,274,000,000 bushels; barley, 195,000,000 bushels; and rye, 41,900,000 bushels. Rice, flax and cotton are better than last year, and hay is only slightly below the record crop and is of excellent quality. In spite of the record-breaking advances no failures were reported on the Chicago Board.

THE THREATENED STRIKE

NOT until the vote to strike was actually being counted did the general public or official circles at Washington seem to be aware of the immediate gravity of the railroad situation. The four brotherhoods of union workers in their ballots decided to leave to their leaders the final decision as to whether or not a strike should be declared. It was, and still is as close as that,—the decision of four men being the margin between settlement by arbitration or a war that would cripple the whole country. Without operating railroads the grain trade would be dead, except upon the lakes and to some extent on the lesser waterways of the country. The points at issue are an 8-hour day and time and a half pay for overtime. On the one side the railroads say they cannot accede to those conditions but are willing to arbitrate. The brotherhoods on the other hand have declared that there is nothing to arbitrate. It was merely a question of accepting their terms or bearing the terrible travail of a strike. At this stage of the proceedings the United States Board of Mediation and Conciliation proffered its services, which were accepted by both sides, particular pains having been made, however, to distinguish between mediation and arbitration. The Board was not to attempt to discuss the issues

but was merely to seek grounds upon which the two sides might arbitrate. As we go to press the Board has declared itself powerless to bring the two factions together, and President Wilson has called to Washington the leaders on both sides for a personal interview before more drastic steps are taken. He is determined that trains shall continue to operate if the United States army has to be called upon to do it. But first he will try to persuade the two sides to get together without forcing the issue. Of one thing we can be quite sure; unless the brotherhoods show why the issue should not be arbitrated, and they have not done so as yet, they will have the united sentiment of the country against them.

CONSTRUCTIVE LEGISLATION

THE Grain Standards Act, as revised in the Conference Committee, has been accepted by both houses of Congress. As the Act is an administration measure it is practically sure of the President's signature and then the Department of Agriculture can set about putting into effect this revolutionary piece of machinery. Any system which promises to quiet the objections of producers and consumers can be given the sobriquet of "revolutionary." It would almost seem about to introduce to the grain trade that indefinite and sadly overworked period of time called "a new era." The trade is to be congratulated at this successful culmination of a long and strenuous piece of business.

No less hearty are our congratulations for the passage of the Pomerene Bill of Lading Bill. The trials and tribulations of that measure are familiar to all. The House of Representatives, the Committee on Interstate Commerce of which had been the stumbling block all this time, capitulated on August 9 and the Act goes to conference with the Senate Committee for approval of the few changes. Secretary J. Vining Taylor, who has been so devoted to the cause of this Bill for the National Hay Association, must have had his cards all ready for mailing, as his announcement of the passage of the Bill reached us the following day.

The Warehouse Bill and the Rural Credits Bill are also constructive pieces of legislation which, with the modifications which time and experience suggest, will become useful agencies making for the greater stability of our national prosperity.

WHEN IS A CENSUS NOT A CENSUS?

THE recent Government report of the census of flour mills and the amount of grain they consumed is interesting and instructive, but the figures can only be of use when taken with considerable reservation. In 1909 the merchant mills of the country consumed 496,480,314 bushels of wheat, while in 1914 they used 543,970,038 bushels, a gain in the five years of 9.6 per cent. Rye gained from 11,503,969 bushels to 12,748,135 bushels, or 10.8 per cent. The consumption of oats remained about stationary at something over 50 million bushels, and corn decreased from 209,281,237 bushels to 180,115,704, or 13.9 per cent. Barley decreased from 24,509,770 to 20,288,396 bushels, or by 17.2 per cent, and

buckwheat from 7,156,062 bushels to 5,478,045, or 23.4 per cent.

The number of mills reporting decreased by 904, the 1914 figure being 10,787, but the output increased. This is attributed in the report to concentration into larger units. The decrease in number is also reported to be due to the fact that fewer elevators have mills in connection and also that some mills which reported a merchant business in 1909 are now doing only a grist and exchange business.

Reviewing in memory the many reports of elevators installing mills within the last two or three years we are inclined to doubt that there are fewer combination plants than there were seven years ago. We would be surprised if the actual number were not found to be larger, but as most of them do a purely local business, trading their flour or feed to the farmer when he brings in his load of wheat or corn, they are not included in this report which is only of merchant mills. Only a true milling census can be obtained when all mills, large and small, merchant and grist, are reported.

WATERWAYS AND PORK

DURING the summer months pork is at a discount except in legislative circles. In Congress there is no closed season on hogs. A notable example is the ingenious scheme put forward in the bill to protect the lands along the lower Mississippi against flood. The sponsors of the bill relate that proper protection will improve navigation. Now, the grain trade and business generally are interested in the development of the transportation possibilities of the Mississippi Valley, but this particular bill is designed less to increase transportation than to reclaim some 16,000,000 acres of land, owned by private interests, at the expense of the Government. You can figure for yourself what 16,000,000 acres of rich lowland, thoroughly protected from floods, would be worth to the promoters. That is the sum and substance of the Flood Prevention Bill, sponsored by Congressman Humphreys of Mississippi.

NOT MUCH DANGER

THE Chamber of Commerce of the United States has just completed an exhaustive survey of the agricultural resources of the country, to ascertain if there was any danger, in case of war, of our food supply failing. Inasmuch as we have always been an exporting country, so far as raw products are concerned, and the exports have always been greatly in excess of imports, the reason of the anxiety and the survey is not quite clear. Since 1798, when Thomas R. Malthus propounded his doctrine of the failure of food production to keep up with population, a certain number of people in every generation have found occasion to worry over the possibility of world starvation. The experiences of the Central Governments of Europe during the war show how needless such alarm is, even if agricultural statistics gave any occasion for concern, which they do not. German scientists have shown how it is possible to utilize many products which have not been used before for food, and, as a matter of fact, there are probably a great

variety of vegetables and fruits in this country which are edible but which have never been used. It is only within comparatively recent years that tomatoes were considered fit to eat. And for how many years was sweet clover fought as a pernicious and useless weed?

Wheat forms about two-thirds of our grain food. We normally export nearly half as much as we eat, sometimes more than half, so that we could probably subsist on wheat alone in the way of grain if it became necessary. There remains enough rye, corn and oats for another nation as large as this, so that the danger of our food supply failing certainly is not pressing.

JUGGLING THE BUCK

THERE are possibly three terminal markets, not more, where the grain grades of the last crop have been held up to previous standards. "The conditions that have existed this year in this market and other markets has forced us to grade stuff we would never have thought of grading." This is the confession of a state grain inspector made within the past season. Most of the markets would make a similar confession, but they all became slack "because the other fellow was." The gentle art of passing the buck loses nothing with the years. The few markets that have adhered strictly to standards have confessedly lost business by doing so, but it is just as certain that they have lost nothing in the estimation of the trade and that their transient loss will be made up many fold by the confidence which has been established in the integrity of those grades.

BURYING THE DOVE OF PEACE

THE newspapers have recently announced that the British Government had endorsed the program of the Economic Conference of the Entente Allies which was adopted at Paris on June 17. Before the action of the British Government it was hoped that the program was merely a threat, or at most a lever to be used when the time came to make the terms of peace. If, however, the intention is to seriously carry out the program as a permanent policy, then the dove of peace might as well join the dodo and the roc, for there will be no place for it on this martial earth. The terms of the economic program provide for a practical trade boycott against the Central Powers, not only during the course of the war, but afterward. It aims to exalt the commercial standing of the Entente Powers at the expense of the rest of the world, and, while neutral countries are not included in the actual boycott, there are implied preferentials which have possibilities of endless trouble for us and for other neutral countries. The only possible way such a program could be a success would be in the practical dismemberment of Germany and its reduction to a second or third rate power. The early plan of the Allies was merely to do away with militarism, so-called Prussianism, but now the bitterness of the struggle has apparently reached the stage that only the very dissolution of the Central Powers will satisfy. Every loyal American must deplore such a condition of racial hatred and animosity as the terms of the

economic program suggest. It means that the whole world, ourselves included, will have to be on a war footing for years to come, and that we shall live under the threatening cloud which this program has raised.

THE USE OF SCREENINGS

ONLY within comparatively recent years has this country made use of by-products of any kind. Our principal materials or manufactures have been so great in volume and so valuable in themselves that we have not felt the need of saving the by-products and as a consequence millions of dollars have been wasted, thrown away, annually. Sawdust was burned or dumped in the river; it was considered a nuisance, not a source of profit. Coal tar and ammonia products were necessary evils of the coke ovens, a source of additional operating expense. The waste dumps from the copper mines are now being carefully worked over; uses are being found for our flax and cotton plants which were formerly burned up; and Canadian grain handlers are at last waking up to the value of their screenings. In the past they have sold screenings in this country at a contract price averaging about \$8.50 per ton. They graded from elevator grain dust, valued at \$6 per ton, up to "scalpings" which were worth \$30 or more. Screenings are ground and used as cattle feed or they may be fed unground to sheep. Their feeding value is very high and Canadian stockmen and grain shippers have been overlooking a good bet in letting it all get away from them. Now, however, the Fort William Grain Company, Ltd., have bought a plant for converting screenings into feed. They have some, too. This could be done on a small scale by every country grain dealer. The screenings will run the plant.

EDUCATION FOR GRAIN DEALERS

IT RARELY falls to the lot of any one man to influence for good in a positive and material way such a vast industry as the handling of grain. And yet the recent addresses of V. E. Butler of Indianapolis promise to have a profound and lasting effect upon the business of handling grain at country stations. Within the past two years Mr. Butler has addressed many conventions and has hammered home some economic truths that dealers have either not known or have disregarded. He has insisted that no elevator can operate on a secure basis without knowing the cost of doing business. Many elevators think they know, but how many of them realize that they lose $\frac{3}{4}$ of one per cent to $1\frac{1}{2}$ per cent on shortages and loss of grades? He has shown the evils of holding grain for better prices without a protective hedge; he has shown the danger of overcrowding a station; he has insisted on a fair margin of profit commensurate with the investment and the risk. While none of these things are new Mr. Butler has presented them in a clear and concise manner which has impressed many dealers to the extent of going home and cleaning the economic house of the errors it contained. Ceaseless hammering on a few clear-cut issues seems to be the only way to get under the skin of some men and Mr. Butler has used the method to good purpose.

EDITORIAL
MENTION

Accumulation of goods dissipates profits.

A handshake produces more business than a kick.

Duplicate copies are better than stubs in every case.

When a man begins to knock he is getting ripe for the has-been class.

"Elevators full, grain threshed, no cars." We hear it from many quarters.

It is nearly 12 weeks to frost. A good time to make a sale of buckwheat seed.

A farmer will not desert a true friend to try out a new house. Be friendly.

Are you always advised when your low grade has a better chance at certain markets?

The world doesn't owe anyone a living for good intentions. It pays for service only.

For so early in the season the car shortage is pretty acute in many parts of the country.

Modern business methods with old fashioned equipment is possible, but highly improbable.

Now that sweet clover has come to its own as a forage crop, will someone start in cultivating buckthorn or kinghead?

Fort William and Duluth rates to Buffalo were 5½ cents recently, which is nearly equivalent to buying the boat.

It must be fierce for Kansas farmers to think that their Kaffir corn is being turned into whisky. It must be fierce.

Some operators get sore because they are losing business. There is a reason for it. Find out what it is and correct it.

Our surplus wheat in July was estimated at 312,000,000 bushels, including the carry-over of 168,000,000 bushels from last year.

A rolling stone gathers no moss, also a business which does not turn its stock frequently becomes moss-backed. Are the side lines moving steadily?

Membership on the Appeals Committee at East St. Louis can be listed among light occupations. The Committee didn't have a single job last year.

An elevator buys grain, not dust, chaff and water. An allowance for these on every load of wheat is a necessary and legitimate part of the transaction.

One by one the papers of the South are taking up the advocacy of soy beans: For the improvement of the soil; the profit of the crop; and because it would help to keep employed the oil

crushers of that part of the country, whose season, with only cotton seed to depend upon, is too short to be economical.

Clean grain ships better, sells better, and leaves a by-product which can be ground, mixed and fed to advantage. Why not a grain cleaner in every elevator?

According to the local newspapers, one would suppose that gleaners in Kansas wheat fields made more than original threshers do in Dakota or other hinterland.

The man who manages his own business has a great advantage over the house that has to hire its help. Hired managers shift around a great deal. A farmer likes to go where he is known.

The co-operative societies have no monopoly on co-operation. Work together with your community for mutual benefit and you won't need a spellbinder to get them coming to you.

The Government says that \$100,000,000 worth of straw and corn stover are wasted each year. But what is a hundred million dollars to the farmers when wheat is nearly a dollar and a half?

A North Dakota manager says that screenings pay the expenses of the elevator. Many managers pay freight on them, have their good grain docked on their account and get nothing in return.

Pennsylvania the populous, is losing much of its harvest because it cannot get laborers in the fields. The industries have stripped the labor market as bare as Mother H.'s well known cupboard.

Handling 350,000,000 bushels of grain in a year is a record that Buffalo may well be proud of. If the water and rail facilities of the port were equal to its natural advantages what would the record be?

The charges of defrauding shippers and bankruptcy, brought by the Minneapolis Chamber of Commerce against the Equity Co-operative Exchange of St. Paul, have been dismissed after two years.

Insurance on grain elevators in Minnesota has been reduced from \$1.95 to \$1.55 for build-ings and from \$1.70 to \$1.25 on grain in the elevator. Would state insurance always bring about such reductions?

Two suits are in the Federal courts from Omaha dealers against the Burlington Railroad, to test the shrinkage ruling of the Interstate Commerce Commission. Common law may be found more satisfactory than commission law.

L. H. Smith, of the University of Illinois, has faith in his Department of Agronomy. At the Cereal Conference in St. Paul last month he predicted not only that corn stalks should bear as many ears as they could mature, but also that the ears could be trained to grow at any desired height from the ground. A seed

order of the future will read: "Send — bushels three-eared corn at 42 inches high." Why not train it to come into the crib when it is thoroughly ripe and save the labor of picking it?

Flour in Mexico for sometime has been selling as high as \$15 to \$20 per pound. At 40 cents a day it wouldn't take long to raise it to that height in this country. Flour went up 40 cents overnight on August 8.

The high spots in wheat since the war began are February 5, 1915, when it touched \$1.67, and August 10, 1916, May wheat went to \$1.55. The low point was on June 24, 1916, when July wheat sank to 99½ cents.

Cakes made of prickly pears are being used successfully in South Africa as fodder for cattle. Ten years ago sweet clover seemed just as impossible as a feed. Perhaps some day we will be feeding Canada thistle or sandburrs.

Commissioner of Agriculture Price of Georgia, in his annual report recommends that the sale of artificially bleached grain be made illegal in the state. In a year like the last, Georgia would have had very few oats to draw upon if this law had been in effect.

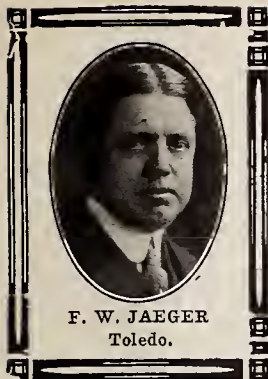
The exports of grain and grain products during the first 20 months of the war were equal to two and a half times the value of explosives and firearms exported during the same period. As a nation we are more than two and a half times as interested in grain as we are in explosives.

Hail insurance companies sought to cover the large losses of last year by writing an increased number of policies on grain fields this year. Up to date the hail losses have been more severe this year than last, and the companies will take but scant comfort in their many policies.

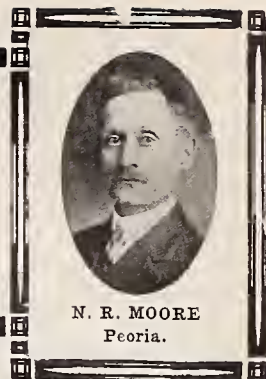
Now that Germany has a submarine merchant line, we may be able to get rid of some of our surplus wheat stock. The prospect, however, has not caused an upturn in the market as yet. But, for all that, bringing the *Deutschland* over was a great little stunt, wasn't it?

According to Rule 5 of the new minimum weight classification, a car loaded to within three feet of the roof will be taken at its actual weight. Now that the railroads have put in effect the "natural shrinkage" clause of the bill of lading, they will probably insert a "maximum settling" clause.

Strains of wheat which are said to have been started by grains found in an Egyptian or other ancient tomb will be looked upon with even more suspicion than in the past, after the recent experiment with wheat of this type at the University Farm in St. Paul. Professor W. C. Oswald writes us that they had wheat which authentically came from the tomb of the twenty-first dynasty at Thebes, but that none of it would grow. This is negative testimony, of course, but we doubt if any wheat will germinate after 20 years.

F. W. JAEGER
Toledo.

NEWS OF THE TERMINAL MARKETS

N. R. MOORE
Peoria.

NEW YORK MEMBERSHIPS

A membership in the New York Produce Exchange sold recently for \$1,300, the highest price in many years, and still higher prices are predicted.

TO SHOW CANADIAN FARM PRODUCTS

The Manitoba Department of Agriculture has established its chief United States Branch at 323 Jackson Street, St. Paul, Minn., in charge of W. W. Ingram, Commissioner of Immigration. A complete line of representative Canadian farm products will be exhibited.

LOUISVILLE INDUSTRIAL FOUNDATION

The Louisville Board of Trade has completed its campaign for the Louisville Industrial Foundation with over \$1,000,000 worth of stock sold. The Foundation is to be incorporated with a capital stock of \$1,100,000 and this money will be used for the purpose of advancing the interests of Louisville industrially, bringing new firms and factories to the city.

NEW OFFICERS AT SEATTLE

The election of officers of the Seattle Merchants Exchange, Seattle, Wash., took place the latter part of July, resulting as follows: President, E. R. Adams, manager Alexander & Baldwin, Ltd.; vice-president, A. E. Sutton, manager Northern Grain & Warehouse Company; secretary and treasurer, R. D. McAusland, manager of Bemis Bro. Bag Company; manager, P. C. Hill.

BIG DEMAND FOR MEMBERSHIPS

The demand for membership in the Minneapolis Chamber of Commerce has been so great, that it is stated the Board of Directors will meet soon to issue new ones. Until a year ago there was a limit of 550 members. The Board of Directors, however, was authorized to issue new memberships when necessary at the price of \$5,000. On August 1 there were six applications for new memberships.

THE NEW CHICAGO BOARD OF TRADE BUILDING

The Building Committee of the Chicago Board of Trade has selected Holabird & Roche as the architects to design the new building, and President J. P. Griffin announces that work on the structure will commence as soon as the necessary details are perfected.

The new building will be erected on the site of the old one, will be 21 stories or over in height and will cost approximately \$3,500,000. One of the temporary homes for the Board, under consideration, is the old Chicago, Burlington & Quincy Railroad office building at Adams and Franklin Streets.

WILL INSPECT CONDITION OF CARS

The Corn Exchange of Buffalo, N. Y., has put out the following notice:

In response to a demand from the Western country elevator grain shippers the Corn Exchange of Buffalo has adopted a plan to become effective August 1, 1916, whereby through its offices a certificate covering physical condition of car and complete seal record will be issued on all cars arriving Buffalo to be inspected and (or) weighed.

For the above service a charge of twenty-five cents (25 cents) per car will be made which will constitute a charge against the grain in like manner to the existing inspection and weighing fee.

The car condition certificates will be issued daily covering physical condition and seal record at time of track inspection; also a condition and seal record cer-

tificate will be issued at time car arrives at elevator for unloading.

These certificates will be delivered to the members of the Corn Exchange in like manner that the inspection and weighing certificates are now delivered, and it will be necessary for the members to forward such certificates to the western shippers together with the inspection and weight certificates for the reason that a charge of 25 cents is being made for the car condition certificates, and necessarily constitutes a part of the settlement papers.

EARL C. BEAR

Cedar Point, the island jutting out into Lake Erie near Sandusky, Ohio, offers opportunities for kodakery that cannot fail to please the votaries of this national pastime. It was on this island that the accompanying picture was taken and the occasion was the election of Earl C. Bear of Bear Grain Company of Hicksville, Ohio, to the vice-presidency



EARL C. BEAR

of the Ohio Grain Dealers' Association at the annual meeting of that organization July 7. It was the recognition of a man who has always been a faithful supporter of grain trade organizations and an attendant at these meetings as well as one who embodies in his own business affairs the strict observance of contracts, and the application of the Golden Rule in all dealings with his fellow men.

Mr. Bear was born on a farm in Crawford County, Ohio, about 37 years ago. After finishing in the public schools and completing a course in the Tri-State Business College of Toledo, Ohio, he entered the grain business at the age of 18 with Churchill & Company of Toledo. He remained with that firm for six years when he organized the Reed-Bear Grain Company at Hicksville and purchased and operated the B. & O. Elevator at that place. The success of the business was assured at the start, and later the company was merged into its present form.

Mr. Bear has had the mayoralty of Hicksville conferred upon him by the citizens of Hicksville

and is also a director in the local bank. He is a member of the Grain Dealers' National Association and takes a very open stand on the question of crediting the grain trade press for efficient aid in upbuilding the country's grain interests. It is very plain, therefore, that Mr. Bear has a clear and sound mind, and certainly his record gives evidences of the possession of those qualities, in very ample proportion, which make for success. In all his endeavors he has been blessed with the faculty of seeing clearly, judging wisely and acting courageously.

JULIUS H. BARNES DAY

Few men have a day named for them until after death. However this honor came to Julius Barnes, the big grain man of Duluth, Minn., while living. Mr. Barnes is called the guardian spirit of the Duluth Boat Club and has often assumed the role of financial backer of numerous civic enterprises. In recognition of what they termed his unqualified sportsmanship and interest in Duluth, the Executive Carnival Committee decreed that the opening day of the carnival, August 9, should be known as Julius H. Barnes Day. Neptunus Rex, king of the carnival, in opening the carnival made appropriate reference to the man who had brought the National Regatta to Duluth.

MAY BE DIFFICULT TO HOLD VALUES

MacKenzie & Day of Chicago give the following opinion on wheat in market letter August 12:

"The new feature is the frost in the Northwest, which one expert says might damage 75 per cent of the Saskatchewan and Alberta crop. Strength in Winnipeg has been a factor in influencing trading here.

"Sentiment has leaned more to the bear side and there is not the disposition on the part of many large local traders to buy wheat with the same freedom there was to buy wheat at 10@15 cents lower. Doubt is expressed as to the ability of the new set of buyers to hold its value around the present level, without the help of continued large buying of futures by foreigners and seaboard exporters, and of cash wheat by foreign governments."

BULLISH NEWS DISCOUNTED

E. W. Wagner & Co., Chicago, say of wheat August 12:

"At around 360,000,000 the August 1, 1916, North American old and new possible wheat surplus is 100,000,000 below the export annual average of past two years. Bulls say it is 1908-9 over again. The United States will be utterly swept clean next July. Above \$1.50 right now, however, I believe we are anticipating July, 1917, too scrupulously; \$1.50 wheat Chicago and \$2.05 to \$2.12 Liverpool represents a lively wheat price.

"The main immediate bullish factor at present levels is the exporting impotence of Argentina and Australia. North America can see a market for every bushel of its 1916-17 surplus, but this 340 to 360 millions has yet to be exported. On the basis of present Liverpool prices, England can pay Australia \$1.10 per bushel and the steamer \$1 per bushel. Half a million dollars freight return for half a million bushels. A fast steamer can make enormous profits.

"We have justly bullishly celebrated the spring wheat collapse, but an actual statistical serious world shortage cannot yet be shown; \$1.75 wheat can be left to the problems of the future. First, let us see

if we can maintain \$1.50 wheat. Fair rains before August 15 will save the 1916 corn crop—a condition of 70 September 1 will mean a modern crop of 2,500 to 2,600 millions. Await breaks. My corn reports are irregular. Many dry spots. Much corn bought today on Illinois complaints."

KANSAS CITY TAKES ACTION

The directors of the Kansas City Board of Trade recently adopted a resolution that in effect pledged the Board to co-operate with the Board of Trade of the city of Chicago in punishing members found guilty of spreading false crop reports designed to influence grain prices.

EXPECT BETTER CORN CONDITIONS

"The only argument for the bulls was that the rains came too late, which sounds rather ridiculous to us when we remember that it was the 10th of August, just the time when corn is silking and earing. We expect to hear of vastly improved conditions in the country, and it was noticeable today that the condition has been relieved and farmers more disposed to sell both corn and oats."—From market letter of Sawers Grain Company of Chicago, week closing August 12.

NORTH AMERICAN SURPLUS—HOW LARGE?

Government final report may show only 625 millions. That would just take care of our bread and seed wants. We can spare hundred millions from our carry over and have as much left next July as we had year ago. Carry over then was 55 millions, 25 millions less than an average. If Canada raises 200 millions she can spare 150 new and 100 old for export. That would make 350 million surplus from North America this season. If other exporting countries cannot secure boats, Europe will need more than our 350 millions.—C. A. King & Co., Toledo, Market Letter August 10.

MARKET UNSETTLED

Harris, Winthrop & Co., of Chicago, in early week letter say: "There is a feeling that the present sharp advance in wheat has gone far toward adjusting prices to prevailing conditions, and realizing by longs has been a feature of the trading. On the setbacks, however, there was buying credited to foreigners and exporters. Baltimore and Omaha reported best bids of the season for hard winter wheat for export. Foreign political news was somewhat disturbing to holders. The market continues nervous with various conflicting influences, and some further reaction from this steady advance would not be surprising, and would put the market in a healthier condition."

CHANGES IN MEMBERSHIP

Baltimore.—Wm. Ingle was elected to membership to the Chamber of Commerce. Reported by Secretary Jas. B. Hessong.

Chicago.—The following have been granted memberships on the Board of Trade: James A. Hogle, John P. Lynn, Thomas A. Crerar, Patrick W. Cashman, Wilbur F. McWhinney, John F. Budelman, Earl Oswald, Geo. W. Blanchard, Richard Gambrill, Jr., Bertrand L. Taylor, Jr., and John R. Marshall. The memberships of the following have been transferred: Thomas A. Harney, Richard C. Campbell, Andrew H. Betts, Theo. W. Swift, Samuel E. Squires, Geo. V. Kirkpatrick, Chas. O. Larson, Robt. S. Johnson, John P. Code, Est. of R. C. Russell and Harry E. Miller. Reported by Secretary J. C. F. Merrill.

Duluth.—B. F. Benson, F. H. McCarthy, Kenneth A. Scott and R. M. Davies have been admitted to the Board of Trade. The memberships of A. M. Woodward, J. B. Becher and H. J. Cross have been withdrawn. Reported by Secretary Chas. F. MacDonald.

Kansas City.—Charles M. Kennedy has been admitted to the Board of Trade on transfer from Chas. Kennedy. Reported by Secretary E. D. Bigelow.

Milwaukee.—L. G. Bournique, Frank O. Lenoir and Thomas J. Cassidy have been elected to membership to the Chamber of Commerce. Transferred

memberships are: A. R. Templeton, Herman Hirsch and James A. Gould. Reported by Secretary H. A. Plumb.

LEST WE FORGET

Pope & Eckhardt Company of Chicago say August 12 of the advance in wheat prices:

"In the recent excitement incident to unusual crop losses there was little disposition to consider the very large world's available 249,000,000 bushels or the extravagant theories and figures impressed upon the trade by Broomhall and the American bears early in July that importing European nations then had practically a year's supply in sight. The world's available last year was 93,000,000; in 1914 over 144,000,000 and in 1913 over 148,000,000 bushels. The older extreme theories will not be verified, but the large available supply and the reserves in the United States and Canada carried over from the previous crop will again be important price factors."

BAN ON FAKE CROP REPORTS

A number of leading exchanges have recently made some attempt to put an end to the circulation of exaggerated or false crop reports. This action is to be commended. The St. Louis Merchants Exchange recently sent the following circular to its members:

The attention of the board of directors of the Merchants' Exchange has been called to the many sensational or exaggerated crop reports that have been circulated of late. Such news is very harmful to the market.

The board therefore has directed that the secretary notify all members interested in disseminating market or crop news that they must be sure of their information and the reliability of its source.

Any member knowingly sending out false or fictitious market reports or crop news of any character will be deemed guilty of unmercantile conduct and will be liable to discipline under the rules.

HIGHER PRICES DUE

"Exporters and foreigners bought the wheat futures as well as fair amount of cash, and while offerings from scattered longs were fairly liberal at times, strong interests absorbed them. The readjustment in values the past few days was based in the actual condition as given the trade by the Department of Agriculture and not through the efforts of any bull interests to inflate values. Some natural setbacks may occur due to desire on the part of holders to secure tempting profits, but the situation is a strong one and unless supplies become available from the countries now isolated much higher prices should be seen later in the season."—James E. Bennett & Co., Chicago. From letter of week ending August 12.

TERMINAL NOTES

Membership on the Milwaukee Chamber of Commerce is quoted at \$190.

The A. N. T. Grain Company is a new organization to commence business at Wichita, Kan. The capital stock is \$10,000.

E. T. Hanson of Sioux Falls, S. D., is now representing in Northwestern territory the Cargill Grain Company of Milwaukee.

The Cargill Grain Company of Milwaukee has sold its grain elevator at Manawa, Wis., to C. H. Quackenbush of Green Bay.

A Chicago Board of Trade membership sold early in August at \$4,250 net to the buyer, or within \$25 of the top price of the year.

The members of the Pittsburgh Grain & Hay Exchange of Pittsburgh, Pa., will hold a picnic on August 19 at Wexford Park.

Tom Morgans, representing the Quinn-Shepherdson Company of Minneapolis, Minn., has removed with his family from Mitchell, S. D., to Sioux Falls, S. D.

The Adams-Whyte Grain Company, recently incorporated to do a general grain business, has taken a membership in the Omaha Grain Exchange. J. M. Adams of Waverly, Neb., is president of the company, Alvin H. A. Adams is vice-president and

Joseph Whyte of Lincoln, Neb., is secretary and manager.

Paul Larson of the Larson Grain Company of Sioux City, Iowa, has taken charge of the C. W. Derr Elevator at Dimock, S. D.

Finley Barrell & Co., with offices in the Rookery Building, Chicago, has admitted Frank E. Alstrin as a general partner in the firm.

Brennan & Carden of Chicago are now being represented in Iowa by Bert P. Greenfield, who makes his headquarters at Gowrie, Iowa.

The North Pacific Grain Company of Seattle, Wash., has been organized to do a general grain business. Capital stock is \$20,000.

E. H. Beer of Charles England & Co., Baltimore, Md., spent the latter part of July and first part of August on a trip through the West.

Quinn-Shepherdson Company of Minneapolis, Minn., established a branch office at Sioux City, Iowa, on August 1 in charge of W. H. Harper.

Nye, Jenks & Co. of Minneapolis, Minn., are now being represented in western Minnesota and North Dakota by J. E. Owens, formerly with Poehler & Co.

F. R. Delavan, formerly with the Standard Grain & Milling Company of Kansas City, Mo., has engaged in business as the Delavan Grain Company.

W. F. Heck of the well known grain firm of W. F. Heck & Co. of Pittsburgh, Pa., returned to his office recently from a vacation spent in Canadian fishing resorts.

H. C. Watts & Co., Inc., has been organized at New York, N. Y., to carry on a general brokerage business in stocks, grain, etc. The capital stock is \$50,000.

George E. Marcy, president of the Armour Grain Company of Chicago, Ill., was appointed foreman of the August grand jury, sworn in August 7 by Judge Barrett.

Y. E. Booker, secretary of the Richmond Grain Exchange at Richmond, Va., writes us that Brauer & Kasten have succeeded S. G. Fairbanks & Co. in that market.

Adolph Gerstenberg of Gerstenberg & Co., Chicago, Ill., spent the early part of August on a trip through the Northwest, including Iowa, South and North Dakota.

The first car of new barley to arrive at Milwaukee reached there August 8 from Iowa and was consigned to Henry Rang & Co. It graded No. 4 and weighed 49½ pounds.

The annual meeting of the State Board of Grain Appeals, for the purpose of establishing Minnesota grain grades on the new crop, was held in Minneapolis, Minn., August 10.

The Benson-Stabeck Company of Minneapolis, Minn., has succeeded the Benson-Newhouse-Stabeck Company. Mr. Newhouse withdrew from the firm to form other connections.

The new plant of the Golden Grain Cereal Company of Nashville, Tenn., started up late in July. H. G. O'Kain is president of the company and J. L. Haston is secretary-treasurer.

The Lackawanna Terminal Stores Company of Jersey City, N. J., has been organized to operate warehouses for storing grains, seeds, merchandise, etc. Capital stock is \$100,000.

The Armour Grain Company of Chicago, Ill., has opened an office at Louisiana, Mo. It is in charge of O. S. Dowse and the territory will embrace the northeastern part of Missouri.

Logan & Bryan of Chicago announced on August 2 that Bertrand L. Taylor, Jr., was admitted on that date as a general partner in the firm. Mr. Taylor is a member of the New York Stock Exchange.

John Dower, Supervisor of Weights, Merchants Exchange, St. Louis, Mo., has just had published a number of letters from deputy supervisors of the department of weights containing suggestions to shippers of grain in reference to cooperation of cars, etc., for bulk grain loading. Mr. Dower adds some

suggestions and the general aim of the small booklet it to save money for shippers by pointing out the weak spots in their methods of loading their grain for market.

Jos. C. Snyder of the grain firm of Scotten & Snyder, Chicago, Ill., has purchased a site at Canal and Harrison Streets on which it is reported he will erect a large warehouse.

W. H. Merritt of the grain receiving and shipping firm of W. H. Merritt Company of Chicago, Ill., was a visitor on the floor of important Eastern exchanges the first part of August.

The Western Elevator & Co., which recently succeeded the Western Elevator Company, has discontinued its offices at Winona, Minn., removing its headquarters to Minneapolis, Minn.

John R. T. Tomlin of Kansas City, Mo., has purchased a membership in the Wichita Board of Trade. It will serve the office opened at Wichita by the A.-N.-T. Grain Company of Kansas City, Mo.

The Updike Grain Company of Chicago and Omaha has taken a suite of offices at Milwaukee, Wis., on the second floor of the New Insurance Building opposite the Chamber of Commerce.

S. E. Squires of the Sawers Grain Company, Des Moines, Iowa, and D. Kent of the Taylor & Patton Company made an automobile trip the first part of August inspecting northern Iowa crop conditions.

Charles Herb of Herb Bros. & Martin of Pittsburgh, Pa., who enjoyed a vacation recently on Snow Islands, made good his fish stories by sending a box of fish to the members of the Pittsburgh Grain & Hay Exchange.

Captain Grant Miles of Peoria, Ill., has his Company H, Fifth Infantry, into camp at Springfield for a week's training. W. H. Dewey of W. W. Dewey & Sons of Peoria is quartermaster sergeant of the company.

Grain inspection at Chicago for the month of July amounted to 14,577 cars, compared with 12,059 cars for the same period in 1915. The inspection of corn for July amounted to 7,547 cars, the largest in over six years.

The Board of Trade Club of Chicago had an outing in July at the "House That Jack Built" on Des Plaines River. The afternoon was marked by games and races of various kinds and a thorough good time was enjoyed.

Charles S. Maguire, senior member of the grain firm of Maguire & Co. of Cincinnati, Ohio, celebrated his seventy-fifth birthday recently and received the congratulations of all his fellow grain men on the event.

The membership of the St. Joseph Grain Exchange, St. Joseph, Mo., has decided by vote to secure on a long time lease an additional story which will be constructed on the building in which the Exchange is now located.

The J. H. Teasdale Commission Company of St. Louis, Mo., has increased its capital stock from \$25,000 to \$100,000. The company operates the United Elevator & Grain Company's house which it purchased a short time ago.

The Doorty-Ellsworth Company of Buffalo, N. Y., in connection with their regular grain business has established a department for receiving and forwarding, including either lake or rail service, for transferring or storage of grain.

C. C. Pagett, who has been for years representative at Tacoma, Wash., of the grain exporting firm of Kerr, Gifford & Co., has been transferred to the Atlantic Coast and now represents the Pacific Coast firm at New York City.

E. W. Wagner & Co. of Chicago, Ill., have opened an office in Detroit, Mich. It is under the management of Harry E. Simmons, formerly connected with the bond department of the Continental and Commercial National Bank of Chicago.

Articles of incorporation have been filed by the Salyards Grain Company of Minneapolis, Minn., with capital stock of \$100,000. This company is associated with the Ely-Salyards Company of Duluth, and have offices in the Flour Exchange Build-

ing. E. C. Hancock is at the head of the cash grain department and Frank Higgins has charge of the grain receiving end of the business.

Louis G. Graff, head of L. G. Graff & Son, president of the Philadelphia Commercial Exchange, passed his fiftieth milestone on July 25 and his friends gave him an ovation "on 'Change" with numerous testimonials of the occasion.

Stephen A. Dalton, until recently connected with the firm of Dalton & Gould of Minneapolis, Minn., although not actively engaged in the business for the past two years, has formed a connection with the United Grain Company of Minneapolis.

A. A. Cunningham, of the grain firm of Sneath-Cunningham Company of Tiffin, Ohio, was recently appointed a director of the Tiffin Chamber of Commerce to fill the vacancy made by the resignation of Edward H. Harter who moved to Toledo.

The Keusch & Schwartz Company, Inc., of New York City discontinued business on August 12 and was succeeded by B. F. Schwartz & Co., Inc., and the Keusch Grain Company, Inc. The principals of these new companies formed the old concern.

One of the new grain firms to be organized at Philadelphia, Pa., is the A. H. Sunshine Company with a capital stock of \$25,000. The incorporators are H. E. Sorber and William H. Sunshine of Johnstown, Pa., and F. C. Bortz of Pittsburgh.

The Overland Grain Company of Nashville, Tenn., has been incorporated with a capital stock of \$25,000 to buy, sell and deal in grain and other products. The incorporators are E. M. Kelly, A. D. Bryan, John F. Kreig, J. B. McLemore and Amy Handley.

The Bruce Bros. Grain Company of Kansas City, Mo., has secured the services of I. S. Henjum to represent them in Northwestern territory. Mr. Henjum was formerly secretary of the National Associations of Managers of Farmers Co-operative Companies.

The Donahue-Stratton Company of Milwaukee, Wis., has filed an amendment to its articles of incorporation, increasing its capital stock from \$100,000 to \$250,000. P. P. Donahue is president of the company and Harry M. Stratton is secretary and treasurer.

Henry F. Salyard of Duluth, Minn., recently paid the maximum price of \$5,000 for a membership in the Minneapolis Chamber of Commerce. There are 550 memberships but the directors are authorized to issue additional ones at \$5,000. The last previous sale of a membership was at \$4,800.

P. S. Goodman, statistician for Clement, Curtis & Co. of Chicago, left that city on August 3 with his wife on a two weeks' vacation to be spent for the most part at his old home in Lancaster, Pa. Mr. Goodman's father still lives at the old homestead and is hale and hearty at 80 years of age.

Mohr-Holstein Commission Company, the well known grain firm of Milwaukee, Wis., received the first new oats to arrive at that market. It reached there August 1 from South Dakota, one car grading standard and selling at 40½ cents, and two cars grading No. 3 white and selling at 40¼ cents.

The Federal Grain & Elevator Company of St. Paul, Minn., has been incorporated to do a grain and elevator business, with capital stock of \$150,000. The incorporators are Thos. V. Sullivan, St. Paul, Minn.; R. J. Johnston, M. M. Isaacs, C. Campbell, W. H. Horton, Minneapolis; R. Traendle, Reiner, Minn.

The Brouse-Skidmore Company has been organized at Cincinnati, Ohio, to carry on a general grain and hay business. Henry M. Brouse was recently with Gale Bros. Company and Mr. Skidmore has been connected with the Ferger Grain Company. Both are prominently and favorably known in the Cincinnati grain trade.

Receivership proceedings were begun against H. C. Jones & Co., a grain exporting firm of Baltimore, Md., late in July by J. Rosenbaum Grain Company and nine other Chicago firms, creditors of the Baltimore firm which they claimed to be insolvent. The Maryland laws providing that a receiver cannot be

appointed for an individual but that first a judgment must be secured and executed, the application for receiver was withdrawn. Expert accountants went over the books the first part of August in order to prepare a statement as to the firm's financial condition.

The Updike Grain Company of Omaha, Neb., has made a lease with the Chicago & Northwestern Railroad to operate for a period of 10 years the new terminal elevator at Milwaukee, Wis. The elevator has a capacity of 1,500,000 and it is expected it will be finished and turned over to the Updike firm some time in September.

Eugene Smith, secretary of the Merchants Exchange, St. Louis, Mo., in order not to show partiality, is having an immense blackboard constructed in the north end of the exchange hall for cotton quotations and news. It was but recently that the St. Louis Cotton Exchange consolidated with the Merchants Exchange.

The A. J. Atkins Grain Company has been formed to do a general grain business at Minneapolis, Minn. It is composed of A. J. Atkins and George F. Briggs, both well known in the Minneapolis market, the latter having been formerly connected with the Banner Grain Company. H. W. Lambie and A. W. Griswold will be the traveling representatives of the company.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of July, 1916:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,938,574	1,228,968	4,028,674	927,608
Corn, bus.....	1,624,404	422,479	1,358,321	745,424
Oats, bus.....	4,596,542	23,983	5,037,975	179,284
Barley, bus.....	231,238	36,729	418,911	85,844
Rye, bus.....	357,362	104,201	361,548	350,664
Hay, tons.....	4,215	2,555	1,152	616
Flour, bbls.....	182,132	72,276	105,856	12,189

BUFFALO—Reported by R. C. O'Keefe, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	16,859,327	2,103,729	.....	.....
Corn, bus.....	.....	2,034,066	.....	.....
Oats, bus.....	3,583,849	371,614	.....	.....
Barley, bus.....	1,263,880	375,779	.....	.....
Rye, bus.....	100,000	8,829	.....	.....
Flax seed, bus...	830,000	.....	.....	.....

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,125,000	4,886,000	2,609,000	2,654,000
Corn, bus.....	10,622,000	6,307,000	7,584,000	4,536,000
Oats, bus.....	8,378,000	7,486,000	10,034,000	6,795,000
Barley, bus.....	2,234,000	1,124,000	642,000	313,000
Rye, bus.....	162,000	112,000	187,000	91,000
Tim'hy seed, lbs.	296,000	752,000	395,000	1,205,000
Clover seed, lbs.	53,000	48,000	78,000	69,000
Oth. gr. seed, lbs.	904,000	726,000	1,187,000	515,000
Flax seed, bus...	19,000	1,000	2,000	.....
Broom corn, lbs..	358,000	802,000	723,000	1,037,000
Hay, tons.....	23,381	13,763	2,776	1,805
Flour, bbls.....	544,000	485,000	566,000	454,000

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	418,397	587,029	297,113	195,333
Corn, bus.....	798,823	577,272	198,808	315,727
Oats, bus.....	361,257	377,566	432,620	375,699
Barley, bus.....	27,386	86,070	170	4,700
Rye, bus.....	28,866	27,547	10,346	1,429
Tim'hy seed, lbs.	65	1,025	504	547
Clover seed, lbs..	729	605	1,014	1,426
Oth. gr. seed, lbs.	8,652	1,067	5,247	6,526
Flax seed, bus...	13	8	41	78
Broom corn, lbs..	36,314	744	43,224	16,694
Hay, tons.....	8,456	6,211	6,764	5,822
Flour, bbls.....	91,675	107,305	83,955	82,224

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	97,945	.....	25,634	.....
Corn, bus.....	440,896	.....	39,148	.....
Oats, bus.....	564,529	.....	139,928	.....
Barley, bus.....	7,788	.....	.....	.....
Rye, bus.....	55,781	.....	4,531	.....
Hay, tons.....	6,713	.....	353	.....
Flour, bbls.....	49,853	.....	6,902	.....

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	80,000	96,000	40,000	66,000
Corn, bus.....	326,000	150,000	88,000	69,000
Oats, bus.....	292,000	341,000	83,000	21,000
Barley, bus.....	.....	2,000	.....	.....
Rye, bus.....	9,000	5,000	.....	3,000
Hay, tons.....	29,000	27,000	36,000	34,000

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	201,000	1,151,000	40,000	481,000
Corn, bus.....	2,526,000	1,008,000	941,000	384,000
Oats, bus.....	846,000	2,256,000	484,000	327,000
Rye, bus.....	3,000	52,000	.....	6,000
Hay, tons.....	127	.....	.....	78

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	4,092,895	588,425	4,670,657	982,230
Corn, bus.....	.....	67,619	.....	175,002
Oats, bus.....	390,439	248,923	506,799	232,209
Barley, bus.....	1,121,548	351,896	1,137,083	392,433
Rye, bus.....	112,743	7,973	181,000	8,830
Flax seed, bus.....	122,265	186,542	25,089	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	8,610,300	5,784,750	4,433,400	4,060,800
Corn, bus.....	1,166,250	845,000	1,710,000	617,500
Oats, bus.....	311,100	419,900	151,500	147,000
Barley, bus.....	103,600	162,400	112,000	79,800
Rye, bus.....	23,100	18,700	13,200	5,500
Kaffir, bus.....	202,400	203,500	384,000	360,000
Hay, tons.....	30,588	34,884	8,544	4,176
Flour, bbls.....	36,500	9,750	221,500	258,250

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	317,275	230,000	115,308	17,573
Corn, bus.....	467,660	742,050	316,680	714,062
Oats, bus.....	2,494,200	1,280,600	2,232,013	940,591
Barley, bus.....	1,005,940	397,600	272,531	173,393
Rye, bus.....	87,320	16,520	95,660	21,198
Timothy seed, lbs.	150,310	30,000	100,490	16,770
Clover seed, lbs.	3,070	36,116	15,340	10,637
Malt, bus.....	161,050	226,800	1,689,067	801,831
Flax seed, bus.....	63,700	20,575	.....	.....
Feed, tons.....	12,320	15,200	19,899	19,292
Hay, tons.....	1,648	2,122	540	120
Flour, bbls.....	252,100	194,130	285,736	213,752

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	8,536,910	4,986,520	2,357,600	1,854,160
Corn, bus.....	331,070	527,310	191,800	370,470
Oats, bus.....	3,254,490	675,860	3,748,850	840,060
Barley, bus.....	2,620,310	879,560	2,501,110	1,044,230
Rye, bus.....	154,780	55,500	118,940	33,300
Flax seed, bus.....	440,850	238,700	16,060	26,360
Hay, tons.....	2,129	1,803	264	191
Flour, bbls.....	48,493	62,409	1,483,421	1,091,677

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,864,000	278,400	1,810,800	238,800
Corn, bus.....	836,400	1,350,000	767,800	1,720,400
Oats, bus.....	1,139,000	469,200	951,000	436,500
Barley, bus.....	29,400	22,400	21,000	6,000
Rye, bus.....	24,200	16,500	11,000	11,000

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	12,006,600	.....	9,595,136	.....
Corn, bus.....	2,116,800	.....	1,217,460	.....
Oats, bus.....	3,964,000	.....	1,774,153	.....
Barley, bus.....	1,593,575	.....	1,254,102	.....
Rye, bus.....	8,750	.....	30,035	.....
Seed, bags.....	2,180	.....	630	.....
Flax seed, bus.....	840,100	.....	.....	.....
Hay, bales.....	25,971	.....	.....	.....
Flour, bbls.....	614,744	.....	331,516	.....

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	265,200	232,200	212,800	188,600
Corn, bus.....	3,327,600	1,356,100	1,933,750	622,900
Oats, bus.....	962,000	691,600	802,550	751,800
Barley, bus.....	209,200	61,600	37,005	35,045
Rye, bus.....	39,600	13,200	23,400	4,800
Mill feed, tons.....	5,670	3,315	19,484	13,252
Seeds, lbs.....	30,000	30,000	.....	.....
Broom corn, lbs..	15,000	.....	15,000	.....
Hay, tons.....	2,190	1,040	690	483
Flour, bbls.....	153,800	137,400	138,145	142,203

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,348,215	714,120	2,829,667	1,181,206
Corn, bus.....	495,456	81,857	259,316	71,168
Oats, bus.....	1,113,842	304,697	100,000	246,784
Barley, bus.....	66,360	.....	49,912	.....
Clover sd., bags..	294	678	.....	.....
Flax seed, bus....	893	7,790	.....	.....
Hay, tons.....	5,771	5,236	.....	.....
Flour, bbls.....	145,514	136,828	43,332	68,558

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	4,582,362	2,870,128	2,469,180	1,470,180
Corn, bus.....	1,400,195	1,377,950	1,003,170	807,330
Oats, bus.....	1,682,010	1,316,500	955,870	819,090
Barley, bus.....	6,400	20,800	4,720	15,870
Rye, bus.....	41,380	14,383	40,370	970
Hay, tons.....	16,530	18,485	7,155	7,695
Flour, bbls.....	316,420	246,330	376,030	267,670

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	449,000	561,000	149,600	190,200
Corn, bus.....	210,600	232,800	7,000	187,900
Oats, bus.....	143,200	127,700	80,600	96,300
Barley, bus.....	2,000	51,000	.....	50,000
Rye, bus.....	8,000	1,000	.....	2,000
Clover seed, lbs..	.....	.....	.....	200
Alsike sd., bags..	15	142	.....	.....

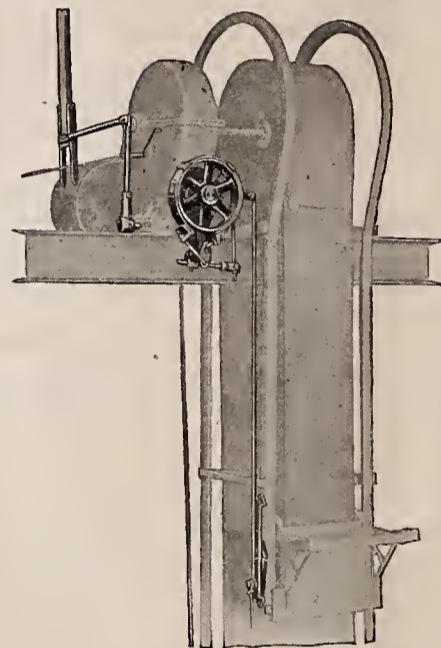
fabricated metal of the earth against corrosion for the longest possible time," a most laudable economic aim.

The Hess Warming & Ventilating Company, of Chicago, Ill., was the recipient of congratulations from every one interested, on the new Hess Drier and Cooler, just completed for the Armour Grain Company at the Neola Elevator, Argentine, Kan. The character of the concrete work was praised especially as a very fine piece of work and the big drier started up running as smoothly as though it had been in operation for months.

Commencing with this issue our advertising pages display the Myers Type S. S. & S. Specific Gravity Cleaners, Graders and Separators for grain, cereals, peas, seeds, beans, corn etc. These machines are manufactured and sold by Sutton, Steele & Steele of Denver, Colo. They are built on scientific principles of construction and operation, and have grown rapidly in popularity among the grain and milling trade during the past four years. The company has some explanatory new literature on these machines which will be mailed anywhere on request.

SAFETY ATTACHMENT FOR SERVICE ELEVATORS

A cartoonist recently pictured an automatic fly-swatter which an inventor had made. The swatter swatted every 2 minutes, returning to its position between times like a catapult. This worked all right until the grocer boy placed a bag of eggs on



N. & M. SAFETY DEVICE FOR SERVICE ELEVATOR

the swatter when it was in position. The result when it again swatted can be imagined.

In like manner service elevators are all right if everything works as it should; but if a passenger fails to get off at the top story he is liable to be projected over the head of the elevator, just as the eggs were on the swatter. A safety device which prevents this misfortune has recently been put on the market by the Nordyke & Marmon Company of Indianapolis, Ind.

This safety attachment, which may be fitted to several different makes of elevators as well as the elevators made by the Nordyke & Marmon Company, is very simple in construction and positive in its action. It effectually removes all danger of the passenger being carried overhead and being injured. The function of this device is to stop the service elevator when the passenger neglects to alight at the top floor.

A controlling spring is set in the step guide at a point near the top where the passenger should stop the elevator and alight. The service catch does not come into action unless the step is loaded. If the step is loaded, however, a spring is compressed and a lug on the step engages with a hook to which is connected levers that simultaneously shift the driving belt to the loose pulley and apply the friction brake.

TRADE NOTES

The Mason & Donaldson Lumber Company of Rhinelander, Wis., has made arrangements to resume operations in their grain door factory. There is said to be a good demand for this door, which is well made of green maple, to cover the openings in box cars used in forwarding grain.

The Macdonald Engineering Company of Chicago has just completed a 250,000 bushel grain elevator for the Moses Bros. Mills at Great Bend, Kan., and a 400,000-bushel elevator for the Yukon Grain & Milling Co. of Yukon, Okla. Both these plants are modern, fireproof, and of concrete.

During the national convention of the Associated Advertising Clubs in July, an automobile reliability run from Philadelphia to Atlantic City was one of the attractions. The contest, which was for the Hotel Walton Cup, was won by a KisselKar entered by Orin S. Wilson of Philadelphia.

The Chalmette Export Company, of New Orleans, La., lessees of the Chalmette Elevator, have ordered a large Hess Drier at the plant to take the place of the old drier now being removed. It will be in operation by October 1. This makes the fourth large Hess Drier at the New Orleans port.

The Invincible Grain Cleaner Company, of Silver Creek, N. Y., held its annual picnic at Point Gratiot Park, Dunkirk, on Lake Erie, on August 12. A large number were present and a thoroughly good time enjoyed. This is the third season the company selected this place for its annual outing.

The Brown Portable Elevator Company, of Chicago, manufacturers of portable and sectional machinery for the economic piling, conveying, loading and unloading of packed materials, is adding 10,000 feet of floor space to their factory at North Chicago, Ill., and increasing the working force sufficiently to double their output. The new building is 50x200 feet and will be used on orders from Russia, France

and Japan for Brown-Portable machines. In addition to large foreign orders they report an excellent domestic business for the past months.

A feature which The Goodyear Tire & Rubber Company, Akron, Ohio, has proven practical and popular, is the Suggestion System, which enables employees to offer their ideas for improving machinery, methods, conditions and product. Hundreds of dollars are paid to employees annually for suggestions accepted by the company.

Hercules, by his exploit in diverting the River Alpheus, accomplished only the cleaning of a stable. By changing the course of the Little Cuyahoga River which flows through Akron, Ohio, The Goodyear Tire & Rubber Company is reclaiming acres of land for a site for future extensions to the Goodyear plant. Upon a portion of this reclaimed land the new mechanical goods plant and the new chemical plant are being built, to take care of Goodyear's rapidly increasing business in mechanical goods, and the well-known Goodyear Klingtite Belts.

In several issues of *Graphite*, published by the Joseph Dixon Crucible Company, Jersey City, N. J., are shown large grain elevator plants owned by the Calumet Elevator Company, South Chicago, Ill.; the Globe Elevator Company, Superior, Wis., and Norris Grain Company, Chicago, Ill. These elevators have been protected with Dixon's Silica-Graphite Paint for periods of from three to 14 years, without repainting. The Dixon Company are claiming for their world-wide known paint many such remarkable long-service records, which show that per year of service Dixon's Paint is unrivalled in economy and wonderfully suited for grain elevators, where the painting service is unique. The Dixon Paint is known from Calcutta to Chicago, "round the Horn and back again," and the ambition of the Joseph Dixon Crucible Company is to "protect the

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE is to be extraordinarily well situated to take care of a large grain trade in the fall and winter of 1916 and 1917. This was realized with the virtual completion of the new Northwestern road elevator, but it is doubly assured by the announcement of a series of improvements by the Taylor & Bournique Company. New concrete tanks or bins will be constructed giving the company 600,000 bushels of added capacity. Since the company had a capacity before of 1,000,000 bushels, it is still considered the largest elevator in Milwaukee despite the completion of the Northwestern structure. The new Northwestern Elevator is announced to have a capacity of 1,500,000 bushels, so that Elevator "E" of the Taylor & Bournique Company will surpass it by 100,000 bushels. Sprinkling systems will be installed in the new plant which will bring the insurance rate down materially. Machinery will be overhauled most thoroughly. In general, the improvements undertaken will increase the efficiency of the plant by some 33 per cent.

The new grain season will open here in the city with the elevator capacity of Milwaukee increased by 2,100,000 bushels. Grain men freely predict that this is to be a record-breaking season in every particular. Almost every year, new records have been made in the grain trade here and 1916 and 1917 are not expected to be any exception to the general rule.

* * *

The first car of new wheat to be sold at the Milwaukee market came from South Dakota and graded No. 1 Northern, selling well above \$1.41. The car weighed 56½ pounds to the bushel and was considered of superior quality.

* * *

The assessment against grain in the elevator of Bernhard Stern & Sons, Inc., on May 1 was increased from \$250,000 to more than \$467,000 by the Board of Review in Milwaukee. A court action to determine the constitutionality of the law is likely to result. The new occupational tax law provides for a tax on all the grain passing through an elevator in a year. Notice was served that an appeal from the decision of the Board of Review will be made. When the assessor visited the Stern elevator last May, officials of the company refused to tell him, he testified, of the amount of grain on hand. Officials of the company maintained that the assessment should be made under the new law, but the city attorney advised the tax department that the occupational tax law is unconstitutional and suggested that the tax therefore be levied under the old law which provides for a personal property tax on the amount of grain on hand May 1. Being denied the statement, the assessor estimated the amount of grain on hand May 1 and placed the assessment at \$250,000.

During the hearing an official of the company stated that the actual amount of grain on hand May 1 was worth almost twice as much as the assessment made.

* * *

N. B. Updike, president of the Omaha Grain Company, has been named the successful lessee of the new Northwestern Railroad grain elevator at Milwaukee. According to reports there were nearly 40 bidders for the use of this big plant so that Mr. Updike feels much elated at being given preference

over all the other applicants. Mr. Updike has been a member of the Milwaukee Chamber of Commerce for a number of years. He has opened an office temporarily in the New Insurance Building. The new elevator is not expected to be in full commission until about September 1. There has also been some talk of building the additional units of the elevator in the near future, so that the total capacity of the structure will finally be some 2,500,000 bushels.

* * *

Milwaukee bank clearings have been running at the rate of 17 per cent higher than last year which is a smaller gain than was apparent some weeks ago when clearings often ran 40 per cent or more higher than a year ago.

* * *

The Milwaukee Chamber of Commerce, in behalf of seedsmen and dealers in various grain by-products, filed with the Interstate Commerce Commission a complaint against the Great Lakes Transit Corporation and more than 50 railroads. It is charged that freight rates from various Minnesota points, from Omaha, from Kansas City to the Atlantic Seaboard on certain grain products discriminate against the lake and rail rates from Milwaukee to the seaboard. It is further charged against the Great Lakes Transit Corporation, which was recently formed to take over lake lines, that it exacts a higher rate from Milwaukee east than did its component lines in 1915, while no such increase in rates was instituted from Duluth and Superior. Discrimination is charged against the Milwaukee rate on these schedules.

* * *

Grain prices on the farm in Wisconsin for August 1 were scarcely up to last year in some lines. Wheat was placed at \$1.02 compared with \$1.20 a year ago. Corn advanced from 74 cents to 77. Oats dropped from 49 cents to 42 cents. On the whole, farmers cannot justly complain of the low grain prices.

* * *

The Wisconsin Seed Dealers' Association was launched at a meeting of many representative seedmen at the Republican Hotel recently in Milwaukee. One of the most important purposes behind the organization is the attempt to handle cleaner seed in the commerce of the state and also the attempt to enforce the seed laws of the state so that the standard of the Badger product can be raised.

David Rosenheimer, of Kewaskum, was elected president of the organization. Other officers chosen are as follows: Vice-president, Edwin L. Rosenberg, Milwaukee, of the Milwaukee Seed Company; secretary, Edwin J. Pick, West Bend; treasurer, John Young, Hartford; Executive Committee, in addition to the four officers, F. W. Kellogg, of the Courteen Seed Company, Milwaukee; Frank Froemming, Algoma, and J. P. Altenhofen, Random Lake.

Great enthusiasm was manifest among the seed dealers for cleaner seeds. One of the chief speakers was Mr. Rosenberg who spoke on the Buying of Seed on a Recleaned Basis. He urged his listeners to impress the farmers with the necessity of offering only the cleanest seeds for sale. D. M. Rosenberg of Kewaskum, G. Bruss of Cedarburg, and J. P. Altenhofen of Random Lake and many others spoke along the same line. It is expected that much will be accomplished along the line of pure seeds at the coming meetings of the Wisconsin Seed Dealers' Association.

A. Raasch, Brownsville; J. G. Young, Hartford, and C. H. Nitt, Fredonia, were among those who attended the organization meeting.

* * *

"From the small receipts that have come in to date, it looks like a lot of thin, light, skinny barley this year," said W. A. Hottensen. "This is the result that would be expected from the great heat which

prevented filling properly and which reduced the amount of nice plump barley that can be expected from the harvest of 1916. Some of the Dakota barley and some from other sections, too, has been weighing down as low as 35, 38 and 40 pounds to the bushel, whereas good barley ought to weigh up to 45 or 48 or even 49 pounds to the bushel. Some of the oats of last year weighed as much as the light barley is weighing this season.

"The oats that has been received at the Milwaukee Chamber looks very nice, with plump, heavy, well filled grain of the most desirable quality. However, it is too early yet to get oats from the upper northwest where the great damage to the crop by heat prevailed. Some of this oats is barely harvested yet. When this oats begins to move there is no doubt but there will be a large amount of light oats, half filled, just as there is a lot of light weight barley in prospect.

* * *

Traffic Expert George A. Schroeder of the Milwaukee Chamber of Commerce has made a strong plea against the proposed shipping bill which is before Congress at the present time. He points out the fact that the rates on the Great Lakes on grain vary from day to day and that it would be disastrous to compel the shipping interests to file their rates with the Interstate Commerce Commission according to one section which is a part of the present shipping bill. Mr. Schroeder declares that this will remove the elasticity of shipping rates and their close adaptation from day to day to the demands for vessel space. The plan calls for the right of the new shipping board to compel every water carrier to file for inspection a list of all its rates at all times. Mr. Schroeder maintains that this hot competition is the very life of the shipping and especially of the grain movement on the Lakes.

* * *

The Wisconsin crop report is quite favorable this year despite the abnormal heat which continued through the month of July and part of August. The corn crop of the state will be far better than last year according to the latest estimates of officials. The outlook is for 57,000,000 bushels compared to a little more than 40,000,000 bushels last year. This indicates a gain of 16,000,000 bushels. The actual gain in merchantable corn, however, will be much larger than that according to grain men, because the quality of corn will be much better than last year. The crop of 1915 was largely soft and half matured when the frost came. The crop of 1916 has been pushed ahead by the heat with great rapidity and the outlook is that the corn crop will be ripe earlier than usual. Occasional showers also served to obviate the worst effects of the drought which damaged other sections of the country so materially.

Both winter and spring wheat yields of Wisconsin will be cut down compared to last year. The winter wheat is reduced from 2,300,000 bushels to 1,500,000 bushels and the spring wheat is reduced from 2,300,000 bushels to a little less than 2,000,000 bushels. However, wheat is not an important crop in this state so that the damage is not very material to the state as a whole.

Wisconsin will have an average harvest of oats, although far below the extraordinary yields of a year ago which was the banner year in the state for the production of oats. Estimates for August 1 give the 1916 yield at 75,000,000 bushels, approximately, compared to just a shade under 100,000,000 bushels a year ago. This indicates a loss of some 25,000,000 bushels compared to last year. It is also highly probable that the crop of 1916 will be inferior in quality to that of a year ago.

Wisconsin's barley crop is not very far from normal, according to the estimates of August 1, when the harvest was safely completed to a large extent. Indications are for a crop of almost 22,000,000 bushels compared to a little more than 23,000,000 bushels last year. The actual reduction is not more than 1,600,000 bushels which is negligible compared with that of last year which was a bumper harvest in every particular.

This state will have a slightly reduced crop of

rye, the estimates for August 1 showing an output of 6,400,000 bushels, compared with 7,700,000 bushels a year ago. This indicates a cut of more than 1,000,000 bushels. Rye is one of the most important grains at the Milwaukee market, so that the success of the Wisconsin crop is watched with great interest by the grain men of this city.

The hay crop of Wisconsin is cut down just a little compared with last year, the early cuttings of hay not being affected in the least by the dry weather.

* * *

The Milwaukee Chamber is greatly interested in the proposition of local business men to have a thorough probe of the plan to advance the clock one hour in the summer time. President John L. Klingler of the Merchants' and Manufacturers' Association has named a committee to go into the question exhaustively with the hope of taking some favorable action next spring if the report is found to be wholly favorable.

NEW YORK

G. K. TRAFTON - - CORRESPONDENT

A NNOUNCEMENT that the grain commission firm of Keusch & Schwartz Company of New York would be dissolved on Saturday, August 12, was posted on the bulletin boards of the New York Produce Exchange early this month. In its stead two new firms have been organized. One of these firms will be known as the Keusch Grain Company with a capital of \$100,000. Otto Keusch will be president; J. H. Bowne, vice-president; G. F. Van Blarcom, secretary, and S. Patterson, treasurer. The other firm will be known as B. F. Schwartz & Co., Inc., and will also have a capital of \$100,000. B. F. Schwartz will be president and treasurer; George Roden, vice-president, and J. Seifer, secretary.

Charles F. Coffin, who has been active on the Produce Exchange for many years as a dealer in grain, peas, beans, etc., lately with the firm of Keusch & Schwartz, Inc., will be in business on his own account hereafter, his interest having been eliminated by the dissolution of that firm.

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Many members of the Produce Exchange, and especially those in the grain trade, were surprised and indignant when they learned that the grain exporting house of Maclaren & Gentles had been placed on the "black list" by the British Government. In short, many thought that an injustice was being done to their fellow member, Robert B. Gentles, as they knew that he had joined the British Army soon after the war started and had been fighting for a long time. Indeed, it was discovered that late in June he had been seriously injured, having been shot in the leg and arm. Therefore it was supposed that he would be released from the army and might never be fit to rejoin. Subsequently it was ascertained that Mr. Gentles had resigned from the firm on going to the war, and hence he was not directly concerned in the matter.

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After a lapse of nearly a year and a half the case of the American steamship *Wilhelmina* has again supplied a topic of conversation for members of the grain trade throughout the country, and, as a matter of fact, is of interest also to shippers of merchandise of all kinds. According to advices received from London last month, Viscount Mersey, arbitrator in the case, which has been pending in the British prize court since February 11, 1915, had awarded £78,400 (\$390,000) to the W. L. Green Commission Company of St. Louis, owners of the cargo. The *Wilhelmina*, sailing under the American flag, cleared from New York for Bremen, Germany, for the express purpose of testing the rights of Great Britain to stop foodstuffs proceeding to Germany. The cargo embraced 15,000 bushels of

wheat, 15,000 bushels of corn, 10,000 bushels of oats, 450,000 pounds of bran and a miscellaneous quantity of lard, pork, hams, etc.

Shortly after the clearing of the vessel, W. T. Brooking, then New York representative of the St. Louis concern, sailed for Rotterdam, intending to proceed from there to Bremen in order to act as consignee for the cargo. Following the seizure of the vessel and cargo it was decided to make the cargo a test case as to the rights of Great Britain in such matters, but the issue of the order in council of March 11, 1915, made the question an academic one, and the case was settled by the Government taking upon itself to compensate the claimants by paying for the cargo seized on the basis of loss or profit. Lord Mersey, who has also presided at the *Titanic*, *Empress of Ireland* and *Lusitania* inquiries, was selected as sole referee by Walter H. Page, the American ambassador, and Foreign Secretary Grey.

On June 4 of this year it was announced that both sides to the controversy had presented their briefs and after about a month of full investigation and consideration Lord Mersey decided that the demands of the American owners more nearly approached a just estimate of the damage caused. The amount claimed was £86,161, while the British Government offered only £33,142 and 12 shillings, of which £21,200 has already been advanced. Interest at the rate of 5 per cent also will be paid from September 13, 1915. The *Wilhelmina* was released on April 21, 1915, and was sunk July 5, 1916, by a collision with a Brazilian naval transport in the harbor of Rio Janeiro.

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The Grain Committee of the New York Produce Exchange has announced another schedule of reduced charges for inspection, etc., becoming effective on August 12. This schedule is supplementary to the reductions announced early in June, but applies to matters not covered in the first list.

Sampling mixed grain, such as feed, bran, all kinds of screenings, peas, etc., at the regular terminals 25 cents per car load (formerly 50 cents).

For inspection, resampling of cargo, all rail, track or mixed grain, 25 cents per car load (formerly 50 cents).

Blowing, screening and reinspection in railroad elevators for cargo, all rail or track grain, 25 cents per car load (formerly 50 cents).

For superintending, mixing, blowing and screening, delivery, cooling, transferring, etc., if done at the regular terminals, 40 cents per thousand bushels (formerly 50 cents).

Export: For out-inspection and superintending at place of delivery of grain afloat (when requested), 40 cents per thousand bushels (formerly 50 cents).

Into store: For inspection into regular warehouses, 40 cents per thousand bushels (formerly 50 cents).

Out of store: For inspection out of regular warehouses, 40 cents per thousand bushels (formerly 50 cents).

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The great explosion which resulted in some loss of life and destroyed a large quantity of war munitions stored on the premises of the National Storage Company on Black Tom Island, situated near the Jersey shore of New York Harbor, a little to the south of New York City proper, caused a property loss estimated at fully \$20,000,000, and possibly more than that. It also gave rise to a great many rumors, which for the time being were impossible of confirmation or denial. One story of particular interest to the grain trade claimed that the grain elevator of the Lehigh Valley Railroad Company, situated on the island, had been completely destroyed, together with a large quantity of grain and flour. Subsequent investigation proved that the elevator had escaped practically unharmed, with the exception of broken windows, and business was carried on without noteworthy delays after some of the tracks, which had been damaged, were replaced, and the debris scattered all over the vicinity had been cleared away. So far as the destruction of grain was concerned, it was authoritatively stated that the loss was confined to possibly a few barges. It was also claimed in some quarters that approximately 60,000 sacks of flour intended for export had been destroyed, but it was stated that the small quantity of flour stored on the island was in a warehouse fairly distant from

the scene of the explosion, and this house had the roof blown off without injury to the flour.

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Fred A. Heywood, who has been active and popular in grain markets for approximately 17 years and for the past three years has acted as representative for the Norris Grain Company of Chicago in various Eastern and Southern markets, announced early this month that he had severed that connection and gone into the freight brokerage and forwarding business on his own account. He received the good wishes of his many friends on the New York Produce Exchange.

* * *

F. E. Huhn, of Huhn Elevator Company, Minneapolis, Minn., who spent several days on the New York Produce Exchange late in July, made some comments regarding the spring wheat outlook which have been fully confirmed, not only in the daily messages from the Northwest, but in the monthly report of the Department of Agriculture. Mr. Huhn at that time stated that the crop looked bad as a result of the hot weather, and predicted that the situation would soon become critical if the weather remained hot and sultry.

* * *

A. F. Fisher of Fisher & Overocker, hay dealers in the New York market, was the victim of a somewhat unusual accident late in July. Mr. Fisher sustained many severe bruises while riding in an automobile when the machine came into collision with a cyclist.

* * *

The receipts of barley in New York during the past month have been approximately 2,312,000 bushels and more than half of this total, or roundly 1,217,000 bushels, have been California barley, which was shipped by rail to Galveston and thence by steamer to New York. Practically all of this quantity has been intended for export, and comprised the greater part of the barley shipments for the month, the total clearances for the month being about 1,488,000 bushels.

INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

W ITH the Indiana wheat movement well under way, the situation may be summed up very briefly. The quantity is short and the quality for the most part is excellent. In Bartholomew County the best record was 42 bushels to the acre on a 28-acre tract. In Wabash County the average was something over 20 bushels an acre, with exceptional cases of 35 and 40 bushels. The reports run much the same from other counties—here and there an excellent yield, but for the most part only a moderate crop. Very little poor wheat is being shipped into Indianapolis, however. This is a vast improvement over last year, when the crop as a whole was very disappointing in grade.

Rain during the last week has saved the corn crop from a considerable blow. The distress signals had been run up in many counties for the last week or so and only a good rain could have prevented large losses. These rains came at last, on the path of the second hot period of the summer. All parts of the state received at least one good shower, reports indicate, and some were favored with plenty of water for parts of two or three days. In some places in the southeastern and southwestern parts of Indiana the rain was too plentiful when it did come. While it saved much corn from burning up, it also leveled many acres, as it was accompanied by a sweeping wind.

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A campaign against the Hessian fly in Indiana is to be undertaken by the United States Entomological Laboratory at Lafayette. All county agents have been requested to co-operate in this. A series of experiments to determine the most effective

mans for controlling the fly is the program Mr. Davis outlines. These will include disking and deep plowing to ascertain their effect on the emergence of the fly, spraying with tobacco and lime sulphur extracts to learn the best destroyer, and planting experiments to learn the best dates in different latitudes. These experiments will be carried on where the fly has given the most trouble to the present wheat crop.

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The Connell & Anderson grain elevator at Bentonville, Ind., was unroofed by the wind during a recent electrical storm that did considerable damage to property in that vicinity.

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The Abell Elevator Company, a Kentucky corporation, has named John W. Ewing, of New Albany, Ind., as its agent for service of process in this state.

* * *

Extensive plans for expansion in several plants owned by the Indiana-Illinois Elevator Company, of Terre Haute, Ind., were revealed by the filing for record in Terre Haute of a mortgage for \$175,000. The mortgage was issued to George F. Merrick, trustee, of Chicago, and covers the issue of that amount of 6 per cent bonds. Seventeen of the bonds, each of a face value of \$1,000, will mature each year for five years, beginning July 1, 1917, and 18 others will mature each year thereafter for five years. The mortgage covers 19 elevators operated by the company in Clay, Knox, Vigo and Vermilion Counties, Indiana, and Coles, Vermilion, Champaign, Clark, Douglas, Moultrie, Effingham, Edgar and Cumberland Counties, Illinois, and the real estate and equipment of the plants. The money realized from the sale of the bonds is to be used to buy and equip additional elevators to be operated by the company. Paul Kuhn and Samuel Austemiller, of Terre Haute, Ind., are president and secretary, respectively, of the Indiana-Illinois Elevator Company.

* * *

The P. M. Gale Grain Company, of Indianapolis, has been incorporated with a capital stock of \$10,000, to operate grain elevators. The directors are Pliny M. Gale, Harrold A. Boxill and J. A. Gale.

* * *

H. E. Landman, William Fenton and F. L. Ohler are directors of the recently incorporated Farmers' Grain & Milling Company, of Union City, Ind., which has a capital stock of \$25,000 and is authorized to operate grain elevators and flour mills.

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A loss of \$25,000 was sustained by the burning of the flour mill and elevator of the Charles F. Nabor Milling Company, of Fairmount, Ind. The loss was partly covered by insurance. Employees of the mill discovered the fire in the upper story. The Alexandria fire department was hurried to Fairmount and kept the fire from spreading, but could do little to save the mill itself. Spontaneous combustion is supposed to have been the cause. The milling company had just completed repairs to the building costing \$5,000. The company also conducts a milling business in Alexandria, where it has a \$25,000 plant.

* * *

William Rouse & Son, owners of the Pearl Roller Mills, of Indianapolis, have bought a site at Davidson and St. Clair Streets, and will erect a large elevator there this fall. The elevator now occupied by the company at 142 South Alabama Street will be evacuated by the company, as its site probably will be included in the city's scheme of track elevation, which means the clearing away of a number of business places and a resulting benefit for the entire district north and south of the railroad tracks. The new elevator site has a frontage of 160 feet on St. Clair street and a depth of 175 feet on Davidson Street.

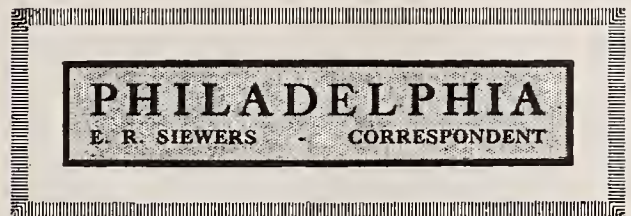
* * *

William P. Truitt, of Aurora, Ind., proprietor of the Markland Flour & Feed Manufacturing Company, and Andrew J. O'Neil and John W. Truitt, owners of the East Enterprise Feed & Flour Man-

ufacturing Company, have consolidated the two concerns and will operate the mills under one management. The new company will have a large grain elevator and tanks for the storage of wheat constructed at Markland and by the merger expects to be better able to compete with larger companies.

* * *

Peter Backer & Son, of Troy, Ind., have incorporated to operate grain elevators. The authorized capital stock is \$15,000 and the directors are Peter M. Backer, Anthony M. Baker and Charles I. Baker.



CAPTAIN JOHN O. FOERING, chief grain inspector, has been receiving all manner of censored letters from the United Kingdom and the Continent, giving advanced tips on future war movements. The captain celebrated his 73rd birthday on August 10, and was the most active individual in charge.

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W. Walden Shaw, the local solicitor here for the Hales & Edwards Company of Chicago, has left



THREE MEMBERS OF PHILADELPHIA GRAIN INSPECTION DEPARTMENT IN FRONT OF GIRARD POINT ELEVATOR

for the headquarters to get in touch with a new feed product of the company.

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The embargo has been lifted at the Merchants' Warehouse, 31st and Chestnut Streets, on shipments of hay consigned to J. K. Irvin or J. H. Murray of New York, who started in to supply the Allies with hay in bales, exceptionally hard pressed. It is said they have had some difficulty in getting the uniform quality of hay to suit their foreign customers.

* * *

"It's an ill wind that blows nobody good" is the prevailing sentiment here, for while continuous rains and severe cloudbursts have damaged the coming corn crop throughout the state, the hot dry weather in the West has been putting it in fine condition.

* * *

Secretary Emil P. Albrecht, secretary of the Bourse, has just returned from a month's sojourn at the Bermuda Islands. He and his wife, who is a well known artist, succeeded in taking a number of colored photographs of the most interesting points.

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The withdrawal of the Chamber of Commerce from the nearly three score combinations of trade organizations to boost the city on the "Via Philadelphia" tag idea, has created quite a stir here among the big business interests. They were desig-

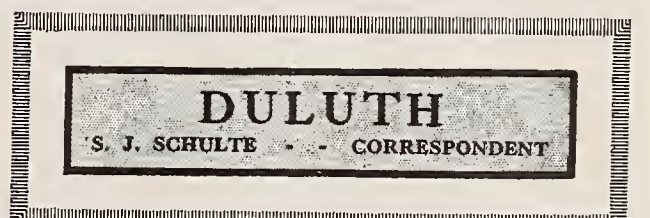
nated by the officials of the aggregation among other things to get the Philadelphia & Reading Railway to replace their 32-year-old wooden export grain elevator of 1,500,000-bushel capacity at Port Richmond along the Delaware with a modern, concrete structure with every up-to-date equipment and facility, affording an increased capacity. It is now said that they did not want to antagonize the Pennsylvania Railroad interests which are centered in the 2,000,000-bushel grain elevator at Girard Point. President Bartol of the Bourse has written a bold and caustic letter to the Chamber of Commerce on the subject.

* * *

Secretary Ambrose B. Clemmer observed his 54th birthday in a quiet way on July 14, and President Louis G. Graff followed him quite closely, reaching the 50th milestone on July 25.

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A new rule has just been adopted by the Commercial Exchange after a well attended meeting of the trade on the grain floor, that all rail corn that is "fresh shelled" can be so stated on the certificate of inspection for export, if requested by any shippers.



DULUTH grain men are greatly disappointed over the untoward development in the spring wheat crop situation. Up till about the last few days of July the prospects were that the yields would be fully up to normal. Then along came the heated term and the spread of black rust over extended areas of Minnesota and North and South Dakota. All the operators here had been receiving discouraging reports regarding the wheat outlook from their correspondents during the last few days, but it was hoped that the yields of coarse grains would be fairly satisfactory.

As furnishing a foundation for the degree of pessimism that has prevailed in elevator and grain circles lately, it is mentioned that a representative of the Becher-LaBree Company, who lately returned from an inspection trip, reported that a farmer near Grand Forks, N. D., who has 1,600 acres in wheat, told him that he expects to burn it over, not regarding it as worth while cutting.

* * *

Elevator men here are in hopes of handling a large quantity of grain from the Canadian Northwest this fall, provided the crops in the three provinces are up to present expectations. Bonded wheat of last season's crop is still dribbling into the elevators here almost daily, something that is without precedent at this time of the year.

As there is still a large tonnage of grain of last year's crop still left at points in the Canadian West to move, the handling situation up there promises to be active up there this fall on the whole.

* * *

Stocks of grain being carried in elevators at this Head of the Lakes are the largest for the season in the history of the trade. The aggregate is now approximately 10,500,000 bushels of which 8,240,000 bushels are wheat. A year ago there was only 86,000 bushels in store.

* * *

All previous records in grain handling at Duluth were surpassed in the crop year ended July 31 last, according to figures compiled by Charles F. McDonald, secretary of the Duluth Board of Trade. During the 12 months 145,184,930 bushels of grain were received at elevators here compared with 144,532,841 bushels in the previous record season of 1912-13. In comparison with the crop year ended July 31, 1915, the striking increase of 51,139,587 bushels of all grains was recorded. Wheat receipts for the year made a gratifying record, amounting to 111,734,314 bushels, compared with 61,523,868

bushels in the preceding year and 100,081,613 bushels in 1912-13.

Shipments of all grains from the Head of the Lakes aggregated 130,167,750 bushels during the last crop year, as compared with 95,430,636 bushels in the preceding year. Wheat shipments accounted for 97,549,879 bushels of last year's total.

* * *

Grain chartering here has been on a limited scale during the past month, but a moderate amount is under contract to go out during the next three weeks. Elevator men are not showing the same anxiety to clean out their houses as they would have been had the new season's crops been of normal proportions.

* * *

For the first time in weeks, the movement of flaxseed from Duluth elevators to the East assumed some proportions during the last few days. Two boatloads aggregating 280,000 bushels were shipped out from the Peavey Elevator on account of the American Linseed Company.

* * *

The first car of new spring wheat was received on the Duluth market on August 8. It was shipped by the Equity Elevator & Trading Company from Warren, N. D., to the Atwood-Larson Company. Though the sample was light, with the kernels shriveled up as a result of heat and rust infection, it was good milling wheat, weighing 54½ pounds and grading No. 3 Northern. The car was sold to the Duluth-Superior Milling Company at \$1.32½. This is said to have been the earliest period at which a car of new spring wheat was ever received at Duluth. The initial shipment from the West came here just 13 days later last year.

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R. H. Adams, vice-president and general manager of the American Linseed Company, was a recent visitor on the Duluth Board of Trade. He expressed himself as feeling bullish regarding the linseed oil market prospects. Demand for oil has picked up materially lately, and quotations have been advancing, he said. Regarding the linseed situation Mr. Adams said that operators are waiting now for more definite information regarding the new crop prospects. It was regarded as significant in local trade circles that the American Linseed Company should have entered the market freely for seed during the time of Mr. Adams' stay in Duluth.

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R. M. White, of the White Grain Company, is back from an extended auto tour in the East during which he attended the conventions of the National Hay Association, and the Rotary Clubs. He said that the hay dealers appeared optimistic regarding trade prospects during the coming year. It is conceded that the encouragement of the cattle-raising industry through the country is furnishing an increasing volume of business for feed operators. With the large yields of hay the country over, Mr. White said that dealers are somewhat at sea regarding the future course of the markets. The Duluth grain man drove more than 3,000 miles during his month's trip and generally speaking he found the roads good.

* * *

W. C. Mitchell, of Randall, Gee & Mitchell, is hopeful regarding the outlook for the oats trade during the coming winter months. Advices being received by his house from correspondents over the Northwest leads him to predict heavy shipments of oats to the Duluth market during the coming season. He thinks that with a higher range of prices being gradually ushered in, large quantities of feedstuffs that have been carried over by growers from last season, will be marketed during the next few months.

* * *

W. J. McCabe, ex-president of the Duluth Board of Trade, has returned from an inspection trip over Northern Minnesota, winding up with a visit to Winnipeg. He said that he is able to confirm the worst damage reports that have been current regarding Minnesota crops. He is of the opinion

that Alberta and Saskatchewan may escape serious crop damage if the weather conditions are favorable from now on. He does not think that Manitoba has been hit as hard as the American Northwest.



THIS week has been an exciting one in grain circles, and according to local newspaper reports "wild scenes were enacted on Produce Exchange floor, Wednesday morning, when the sensational overnight rises in the price of wheat were chalked on the boards." According to Secretary Archie Gassaway there really was some excitement following the Government market report made Tuesday. The usual results of such unexpected conditions followed and many of the fellows in on small margins were closed out and of course where one man loses another gains. The advance from Tuesday night to Wednesday morning of 7 to 9 cents was the greatest overnight leap which has been known in almost a dozen years. Trading was very brisk and everybody wanted to buy wheat. Toledo grain men are of the opinion that wheat will go to \$1.85 a bushel and possibly \$2. The largest early jump was recorded in December wheat which closed on Tuesday at \$1.45¾. Wednesday morning the early quotations showed that December wheat had jumped 9¼ cents overnight.

Clover seed was up 25 to 30 cents, some dealers offering \$11.20 for seed. Wednesday alsike was 80 cents up with light offerings. Red clover is reported advancing all the time. Thursday wheat was ¼ cent higher than on Wednesday, corn was off a cent and oats a half cent. Toledo is the market for the five winter wheat states and these are reported 50,000,000 bushels short, according to Frank I. King of C. A. King & Co., looked upon as an authority here.

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Crops in this immediate section are reported fine. Oats are threshing 26 pounds to the bushel in many places where 30 is about normal. Wheat, although of short acreage, is making a fine showing, much of it threshing 32 bushels to the acre, while the average Ohio product runs 18 bushels to the acre. The quality is of the finest, 98 per cent of the offerings grading contract, according to "Big Chief" Culver. Corn throughout this section is reported by those in a position to know as doing fine, especially since the recent refreshing rains. Shipments from this market have been light during the past week, the following being the record: Wheat, 30,300 bushels; corn, 10,400 bushels; oats, 22,700 bushels. Receipts on the other hand have been unusually heavy: Wheat, 438,500 bushels; corn, 40,200 bushels; oats, 340,800 bushels. There is a large amount of wheat in store here at the present time, the wheat total being 752,302 bushels, as against 443,997 a week ago and 125,730 bushels a year ago. The total amount of corn in store is 29,462 bushels as against 33,341 bushels a year ago. There are 51,888 bushels of oats as compared with 12,193 bushels a year ago. There seems to be but little disposition upon the part of local holders to part with their wheat supplies, most of it being stored in local elevators. A comparatively small amount is going to the interior mills, the bulk going into storage. Farmers have profited by the big advance this year, as they were large holders. There seems to be a disposition on the part of most of the farmer holders of wheat to sell freely at this time, although the shortage of cars prevents many from shipping.

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C. W. Jaeger, who was in charge of the tunnel work at Cleveland, where a number of men, including Mr. Jaeger, met a tragical death the last of July, was a brother of Fred Jaeger of J. F. Zahm & Co. Mr. Jaeger had visited his brother here a number of times and his work as an engineer had attracted

nation-wide attention. A week previous to the accident Fred Jaeger, the prominent Toledo grain merchant, had visited his brother and refused an invitation to make a tour of the five-mile tunnel, which a few days later entombed the occupants.

* * *

The Pemberville Farmers' Elevator Company has been organized and the following officers elected: President, Morris Rees; vice-president, Wm. Kemner; secretary, S. D. Peoples; treasurer, F. H. Taulker; directors, Wm. Dierksheide, S. D. Peoples, E. Krukemeyer, J. C. Bruning, Wm. Witker, Fred Taulker, Morris Rees and Wm. Kemner.

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Louis Finch was injured recently when an automatic scale fell on him while employed at the Perysburg Grain & Seed Company.

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David Anderson again showed his prowess on the golf links at Inverness Club a few days ago when he and Fred Haigh defeated Fred Mayer and Fred Jaeger (the two Freds as they are familiarly called around 'Change). Anderson, who is head of the National Milling Company, has quite a record on the local links and some say he is figuring on entering the lists professionally. Mr. Anderson is understood to have denied this report.

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The annual meetings of the National Milling Company and the National Elevator Company were held recently, the old officers being re-elected as follows: President and general manager, David Anderson; secretary-treasurer, George Rudd.

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Hancock County averaged from 15 to 25 bushels of oats to the acre, according to territory. The wheat crop is reported at something less than 50 per cent. Corn which had suffered some from the dry weather has been helped by the recent rains.



GRAIN men were well represented in the convention of the International Association of Rotary Clubs, held in Cincinnati July 16 to 20, inclusive. Earl F. Skidmore, representing the grain trade in the Cincinnati Rotary Club, was chairman of the grain and hay trade section, whose meeting on July 18, held at the same time as nearly 200 similar gatherings by other trades and branches of business, was attended by a score of grain men from as many different cities. Those registered included the following: Charles F. J. Agle, Bert A. Boyd, Leroy S. Churchill, J. B. Edgar, John McW. Ford, Philip Geidel, F. E. Gillette, V. R. Hood, Kenton D. Keilholtz, R. E. King, Henry McClelland, R. H. McClelland, Morris C. Niezer, Henry O'Bryan, D. M. Purcell, Cal Roszell, James N. Russell, Lester R. Spencer and Robert M. White. About 5,000 persons attended the convention, which was one of the most successful ever held in Cincinnati, and Mr. Skidmore and his fellow Rotarians in Cincinnati were highly complimented by the visitors on the manner in which the event was handled.

* * *

The July meeting of the Cincinnati Grain & Hay Exchange was held outdoors, as a concession to the weather, the members meeting at the grounds of the Newport, Ky., Elks, on the Ohio River above Dayton, Ky. A chicken dinner was served as the main culinary feature of the outing, and the afternoon was spent in sports and athletic contests, with a business meeting sandwiched in, at which a committee was appointed to draft a reply to the charges brought against the Cincinnati hay market at the recent meeting of the National Hay Association. It has for some time been the contention of Cincinnati grain and hay men that this market is one of the few in the country whose methods and standards of grading and handling hay are what they

should be, and the exchange intends to stand by its guns in defense of this position, especially in view of the attack referred to. Alfred Gowling had charge of arrangements for the outing, which was much enjoyed by the members. Adjournment over the summer months was taken, and the next meeting will not be held until September or October.

* * *

The sensational rise in wheat and other grain prices during the first half of this month has brought handsome profits to many Cincinnatians, including dealers as well as speculators patronizing the various commission houses. Sentiment in this vicinity has been bullish for some time, and traders backed their judgment both on the cash market and in the purchase of futures, with excellent results. The publication of the Government report on August 8 fully confirmed the views of local experts, and the subsequent sky-rocket rise in prices meant correspondingly increased profits.

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At a special meeting of the Grain & Hay Exchange held early in July it was decided, on a report of the Committee on Methods of Handling Hay, headed by W. R. McQuillan, to give the Kansas City "plugging" system of hay inspection a trial until August 1, as arrangements had been made with one of the railroads which would enable the cars to be handled in the necessary manner. However, lack of tariff covering switching charges to the side-tracks to be used during inspection postponed the matter, and it is now probable that it will not prove practicable to make the experiment until around September 1, at which time the local trade will have a chance to see how it works. President Fitzgerald appointed a committee to ascertain the cost to shippers of handling hay under the "plugging" system, and to formulate rules and regulations in that connection.

* * *

The Ubiko Milling Company, of St. Bernard, has let the contract for replacing the buildings destroyed by fire some months ago. One structure will be of two stories, 90 by 150 feet, and the other will be a grain elevator 90 feet square and 110 feet high. This will give the company an imposing group of buildings, with the structures which it now has, and will render it able to handle an immense volume of business on account of the large storage and handling capacity which it will have.

* * *

The Brouse-Skidmore Company is the name of the latest addition to the ranks of grain and hay concerns in Cincinnati, the name of the company being made up of its two members, Henry M. Brouse and Earl F. Skidmore. Both are well known in Cincinnati grain circles, as Mr. Brouse has been in the business for 14 years and Mr. Skidmore for 12 years. Mr. Brouse was secretary of the Gale Bros. Company until becoming a member of the new firm, and is widely known as a member of the executive committee of the National Council of Grain Exchanges, representing the Cincinnati Exchange. He was secretary of the Cincinnati Chamber of Commerce until two years ago. Mr. Skidmore was with the Ferger Grain Company prior to the organization of the new company. The quarters of the new concern are in the Fourth National Bank building.

* * *

A new disease or blight affecting corn has been reported from several localities in Ross County, Ohio, in the neighborhood of Chillicothe, and the Ohio Board of Agriculture has been called upon to investigate the trouble and ascertain its cause, if possible. No grub or other live organism has been discovered by farmers who have examined the diseased corn, although the fact that the lower roots are severed seems to indicate that something of the kind has been at work.

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The grain elevator at Dallas, Ohio, owned and operated by C. E. Young & Son, of Lima, has been completely overhauled and modernized, a considerable amount of new equipment, including motor drive for the machinery, being installed. George

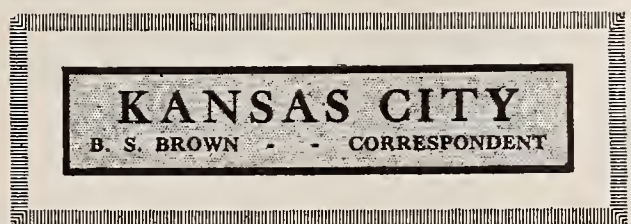
Nichles, a grain man well known in that vicinity, has been made manager of the plant.

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An unusually good yield of wheat is reported from Hillsboro, Ohio, by L. B. Boyd and Ed. King, a 28-acre field averaging nearly 30 bushels to the acre, the grain weighing over 61 pounds to the bushel. As the average yield in Highland County, in the vicinity of Hillsboro, is under 10 bushels, the instance is noteworthy.

* * *

The Duncan Seed, Hay & Grain Company has been incorporated at St. Paris, Ohio, with a capital stock of \$10,000, by John and C. M. Duncan and Grant McMorran.



EXCELLENT conditions for harvesting, threshing and moving wheat in July were chiefly responsible for an increase in total receipts of the various grains in Kansas City to more than 8,000 cars for the month. Under the wet weather situation last year, the aggregate arrivals were only 3,970 cars. With the exception of July, 1914, when 11,257,650 bushels were received, last July, with 8,610,300 bushels of wheat, was the largest ever. While the production of wheat in Kansas City's territory this year was liberal and of very fine quality, especially in Kansas and Nebraska, the movement of grain might have been moderate except for an advance of 17½ cents to 25 cents between June 30 and July 28, due largely to excitement resulting from rust and heat damage to the spring wheat crop in the Northwest. A shortage in the Central winter wheat states, causing a sharp milling demand for both hard and soft wheat in Kansas City, was also a factor. Stocks of wheat in Kansas City increased 543,338 bushels, while the holdings of elevators are 6,519,607 bushels, as compared to that of 148,962 a year ago.

Corn, with a total of 933 cars, showed a slight increase over the receipts of June and was 300 cars larger than in July, 1915, rather surprising in view of the dry, hot weather and complaints of severe crop deterioration. Corn arriving here was taken chiefly for shipment in domestic channels, East, North and South.

The failure of the oats crop in southern Kansas and parts of Oklahoma, which usually ship early to Kansas City, is the reason given for the small movement of oats. The total was but 311,100 bushels, the lightest July since 1908. A decrease of 188,000 bushels was noted over the receipts in 1915.

Receipts of Kaffir, milo and feterita, which had run heavy since last fall, were sharply reduced in July, amounting to 184 cars, against 256 in June and 187 for July, 1915. Much of this is attributed to a large diversion from the producing territory to Texas, where feed shortage and high prices of corn made a big demand for a cheaper feed.

* * *

The first load of wheat brought into Kansas City by boat line arrived here the first week in August. Most of this grain goes from its shipping point to St. Louis, so this shipment to Kansas City is significant of what the Kansas City shippers hope to bring about. The wheat of central Missouri is being shipped more and more by river. August A. Poland, freight agent of the Kansas City, Missouri, River Navigation Company, recently said that if the grain shipments by river continue as they have been, 1916 will witness a record amount of this kind of freight.

"The grain men have not got into this method of shipping yet," said Mr. Poland. "The main reason for this is the lack of elevators on the river. There is not an elevator in Kansas City into which we can unload our grain. This shipment that came in recently was transferred to freight cars and in turn

distributed to the consumer. But for this handicap a great deal of the grain now going to St. Louis would come to Kansas City. Our barges are constructed so as to handle bulk wheat, so it can be seen that we are prepared for this kind of work."

The car situation, which is becoming a serious one in this section of the country, could be relieved very much, according to Mr. Poland, if these elevators were on the river. As it is, the rate in shipping by water is 20 per cent cheaper than by rail, but the lack of facilities keeps most of the grain moving by rail.

The recent shipment coming from central Missouri means that Kansas City is getting in on the local wheat which has heretofore gone to the East, a desirable condition.

* * *

Car shortage exists, but the railroads are handling the situation to better advantage than usual. This is the opinion of most grain men consulted on this matter. This section always has trouble regarding cars this time of the year and 1916 has failed to be an exception. Western Kansas, it is reported, is suffering more than most sections, the railroads not being able to provide cars as fast as the farmers and grain buyers want them. Some grain has been piled on the ground awaiting shipment. This, however, is peculiar to this particular section, which is probably having the hardest time of any. During the rush season most of the railroads keep very close in touch with the shipping public and ask shippers to help relieve the situation by releasing cars at the earliest possible minute. In some cases a little trouble has been experienced from slow shippers who take their time in unloading, but the general effect has been favorable.

Specific orders have been issued to agents, trainmen and other employes of various roads in reference to prompt setting of cars, quick loading and forwarding to destinations, thus proving that the railroads are doing all in their power to relieve the congestion. In some instances rolling stock has been sent into Kansas from Eastern terminals and placed at division points and other advantageous positions for the rapid moving of the crop.

With efficient co-operation between the railroads, the shippers and the grain men it is expected to keep the situation well in hand, although a sudden demand would increase the seriousness of the affair. Central Missouri could, if necessary, resort to water shipment, as it has been doing in the past.

* * *

More wheat was received in Wichita and inspected by the Grain Inspection Department in July than during any previous month in the history of the city. The report of J. H. Sherman, secretary of the Board of Trade, shows that 2,636 cars were received last month. The previous high mark for July was 1,107 cars in 1915. In November, 1915, 2,293 cars were received. Until last month this was the high mark. These figures indicate that about 3,300,000 bushels of wheat with a financial value of near \$4,000,000 were handled through Wichita in July.

* * *

Philip F. Cary, the first member of the local Board of Trade to get as much as \$5,000 for his seat on the Exchange, died here recently after a long illness. He had been unconscious three weeks. Mr. Cary disposed of his membership a year ago, obtaining what was then a record price. Since that time, however, higher prices have been paid for memberships.

* * *

Kansas City grain men are much interested in the United States Grain Standards Bill, now pending in the House of Representatives. It has been predicted that if this Bill passes the House after the amendments made by the Senate, Kansas City will have one of the Government's largest grain inspection laboratories.

* * *

John Floyd Buell, a pioneer grain dealer of eastern Kansas, died in Topeka last month after an attack of heart disease from which he had been ill for the last nine months. Mr. Buell came to Topeka 13 years ago where he was appointed to the position of assistant state grain inspector which he held up to

the time of his death. Shortly after the Civil War Mr. Buell moved to St. Mary's, Kan., where he started a grain elevator. In addition to his business activity Mr. Buell has had a political career, serving as a member of the Kansas legislature at one time. He was 75 years old.

* * *

The Rudy-Patrick Seed Company of Kansas City has contracted for machinery to enlarge its capacity for manufacturing poultry feed, in which line it has a good business.

* * *

Alfred Blaker, for many years a member of the Kansas City Board of Trade and a former dealer in grain at this market, died at his home in Pleasanton, Kan., recently. Eight years ago Mr. Blaker left Kansas City for Pleasanton where he has since engaged in the grain, lumber and milling business, continuing to buy and sell grain in Kansas City.

* * *

Kansas City shippers are much elated over the recent action of the Interstate Commerce Commission in declaring that the freight rates to many Nebraska cities had given Omaha unfair advantage over Council Bluffs, Sioux City, St. Joseph, Kansas City and Atchison, and ordering a readjustment of rates to put these cities on a competitive basis effective September 25. The railroads refused to reduce the rates from Kansas City and interstate points, which brought about the complaints of discrimination in the case just decided. The decision will relieve absorptions which Kansas City shippers have been compelled to make in equalizing the delivered prices in Nebraska as against Omaha and interior Nebraska jobbing points. Through this decision Kansas City jobbers will enjoy the same advantages in effect before 1914.

* * *

Herbert F. Hall, president of the Hall-Baker Grain Company, has been elected vice-chairman of the Board of Directors of the Kansas City, Mexico & Orient Railroad.

* * *

A grain dealers' and millers' corporation, with a capital stock of \$2,000,000, has been organized in Wichita by millers and grain men in Kansas, Missouri, Oklahoma and Louisiana, with the home office in Wichita. The organization is called the Southwest Grain Export Company, and is to be more of a protective organization than otherwise. Incidentally it will likely divert more grain and flour shipments to New Orleans than heretofore, as the working office will be there. The officers are: President, Henry Lassen, Wichita; vice-president, John Maney, Oklahoma City; general manager, R. J. Barr, export broker, New Orleans; secretary-treasurer, J. W. Barr, New Orleans.

* * *

The estimate of a 90,000,000-bushel wheat yield for Kansas, made by Secretary of the State Board Mohler in June, will probably be increased by the final estimate after the threshing this fall, according to the July report of Secretary Mohler. The reports from over the state indicate that the crop is good, and that so far as the threshing has gone the yield in three-fourths of the state has turned out better than estimated in June. Soil conditions are rather unfavorable in Kansas on account of lack of rain which is badly needed in all sections of the country. The oats crop will be a good one, the report says.

* * *

A recent visitor to the local hay tracks was R. D. Jarboe, chief grain inspector for the state of Washington, with headquarters at Tacoma. Mr. Jarboe told of the methods used in trading and grading hay in that section. He is a native of Missouri and lived here many years. He has been renewing old acquaintances in this part of the state.

* * *

A return to the activities of the days when the Missouri River was the principal freight artery has been caused recently by wheat harvest at way points between Kansas City and St. Louis. At Miami two old river warehouses which have stood vacant for years have been repaired and are being used as storage places for wheat which will be marketed by

water. At various landings along the river similar activity is taking place, including the loading of auxiliary barges.

* * *

After a careful investigation of the cost of handling 100,000 bushels of grain, E. J. Smiley, secretary of the Kansas Grain Dealers' Association, refutes the idea that grain can be handled through a country elevator at an average cost of 1 cent a bushel. Mr. Smiley finds that average cost, or rather the minimum, to be 3½ cents a bushel. The investigation was made with the thought of discrediting the reports of promoters that the cost of handling grain through an elevator is but 1 cent.

* * *

The Kansas City Board of Trade Building is receiving a set of interior improvements that is adding much to its appearance. Plastering, painting and general repair work has been taking place for some time. This follows the completion of the alterations of the pit and trading floor, which were recently changed to make more space.

* * *

The newest addition to the local Board of Trade is R. C. Kemper, of the Kemper Mill & Elevator Company, who took the place formerly held by R. C. House of the same firm.

* * *

F. R. Delavan, who was formerly associated with the late F. E. Essex in the Standard Grain & Milling Company, has opened an office at 603 Exchange Building and is doing a shipping business under the name of the Delavan Grain Company, specializing in the handling of screenings.

* * *

Herbert W. Gorvin, head of the Grain Products Company, Wichita, Kan., died at the Wichita Hospital of meningitis, resulting from an inflammation in one ear. Mr. Gorvin was a son of Edwin Gorvin and became associated with his father at Wichita 12 years ago in the Gorvin Flour & Grain Company. Four years ago he established the Grain Products Company, and has built up an excellent business, especially in mill feeds. He was 31 years old and is survived by his wife and two small daughters.



SHIPPERS of grain via the Great Lakes route are vitally interested in negotiations now being made to avert a general strike of lake seamen, firemen, oilers and water tenders. Demands have been served upon the Lake Carriers' Association, whose members own and operate practically all the Lake freight carriers, that unless the so-called Welfare System is abolished and the men are granted a substantial wage increase, a general strike will be declared. Chambers of commerce, grain exchanges, individual shippers and others interested in the movement of freight via the water route, realizing the serious aspects of the situation, are planning to co-operate in an effort to thwart any general strike movement. With prospects of a tremendous crop movement, with fewer vessels than in previous years, and with a shortage of seamen to operate boats, a tie-up of only a few of the large grain carriers would prove a big handicap to grain shippers in the West.

Andrew Furuseth of San Francisco, president of the International Seamen's Union of America, who directed the unsuccessful strike several years ago, is again visiting ports along the Lakes, organizing the men. At a recent visit to Buffalo President Furuseth declared that scarcity of seamen during the present season has forced vessel owners to disregard the rule of previous years against employing men without welfare books of the Lake Carriers' Association shipping offices. As the result of this the Union has been able to strengthen its hold all over the Lakes with the result that President

Furuseth claims 70 per cent of all able Lake seamen are members of the Union.

Although grain shippers in the West would probably feel the effects of a prolonged strike harder than in the East, Buffalo grain men are viewing the situation with much uneasiness, as it would decrease the volume of grain handled through the port, cutting off commissions and elevating charges until either very late in the season or probably not until the opening of navigation next year. Of course there are a number of big bulk grain carriers not affiliated with the Lake Carriers' Association and whose masters do not use Welfare books. A wage increase would probably be granted by these boats before allowing them to remain idle during a strike.

The bone of contention with the Union is the Welfare books, and it is because of these books that the Union called the last strike. The so-called Welfare Plan was made effective by the Association in 1911, and like the Federation System which caused the great strike of ocean seamen years ago the Union claims it has been converted into a blacklist system to deprive union men of sailing the Great Lakes.

* * *

Grain receipts at the port of Buffalo from the opening of navigation to August 1 have been the greatest in the history of the port, as compared with figures for the corresponding period of other years. Usually there is but little grain movement in June and July, but owing to the great stocks at the Upper Lake ports, the movement during these two summer months has been remarkably good. In July Buffalo elevators handled 23,000,000 bushels and in June 21,000,000 bushels were elevated, bringing the total receipts to August 1 up beyond the 88,500,000 mark. Last year the total movement up to and including August 31 was only 49,500,000 and in 1914 it was 56,000,000, so that the record for 1916 will probably stand for some years to come. Grain and elevator interests predict a heavy movement during the fall months unless there is a strike of Lake seamen.

* * *

The steamer *Columbia* is being rebuilt into a grain carrying ship and will be operated by the Ogdensburg Steamship Company. At the annual meeting of the stockholders of this company E. J. Burns was elected president and general manager; Archie Howard, vice-president, and W. J. Pooler, secretary-treasurer. The vessel will go into commission in August and will be ready for the heavy fall movement.

* * *

The plant of the Archer-Daniels Linseed Company was swept by fire with a loss estimated in excess of \$10,000. Spontaneous combustion in burlap bags is given by company officials as the cause for the blaze.

* * *

On complaint of the Federal Milling Company, of Lockport, Henry Thurtell, examiner for the Interstate Commerce Commission, took testimony in Buffalo last month against 30 railway lines for alleged discrimination in grain rates from Minneapolis and points west in favor of flour. Decision was reserved.

* * *

The Monarch Engineering Company has completed the big concrete bins for the new 1,000,000-bushel addition to the equipment of the new concrete elevator of the Eastern Grain, Mill & Elevator Corporation. The bins are 95 feet high and are located on Buffalo River frontage adjacent to the new grain terminal yards of the New York Central. The new house, it is claimed, will be the largest and fastest elevating unit in Buffalo and will be completed and in operation October 1.

* * *

Fred E. Pond, secretary of the Buffalo Corn Exchange, says that new oats are beginning to arrive at Buffalo from ports on the Upper Lakes. "And they are of a fine grade, too," said Secretary Pond. He predicted a record season at local elevators.

with new unloading records because of the large number of new rapid handling houses.

* * *

Executive and operating officials of all the Lake grain elevators along the water front are co-operating with the movement started by the Buffalo Chamber of Commerce and Niagara Falls Board of Trade for increased diversion of waters of Niagara Falls for power development. There is a great shortage of energy and many hydro-electric industries are establishing branches in Canada, Norway and Germany owing to lack of additional power. Increased diversion, it was argued before the Congressional Committee on Foreign and Interstate Commerce, at a recent hearing in Buffalo, would not mar the scenic beauty of the falls and would give adequate power to all large customers along the Niagara frontier. All of the Lake grain elevators are electrically operated and cheaper power rates are also advocated.

* * *

Never before has there been such keen competition among Buffalo elevating interests as there is during the present season. Heretofore all houses pooled their interests through the offices of the Western Elevating Association, but with the opening of navigation in the spring competing interests were unable to agree on percentages with the result that the old organization was disrupted.

As told in the "American Grain Trade," two rival organizations were incorporated to handle the elevation of grain and bid for vessels bound to Buffalo with grain cargoes and within the last few days a third company has been incorporated to handle cargoes at elevators whose officials are not represented in the first two organizations. The new company has incorporated under the name of the Western Elevating Association, the name used by the co-operative organization of previous years. F. S. Elder, vice-president and general manager of the Eastern Elevator, has been elected president of the Western Elevating Association, with William B. Gregory, manager of the Dakota Elevator, vice-president; John H. Brickmann, secretary-treasurer; directors, Edward Michael, F. S. Elder and William B. Gregory.

The Association will act as agents for owners and operators of grain elevators for the elevation, storage, transfer and delivery of grain, including the issuance and cancellation of warehouse receipts and collection of accounts. It will also act as agent for others in and about the forwarding of grain by rail, lake or canal, and will perform all contracts and do all things necessary to facilitate movement of grain at Buffalo. Mr. Elder, president of the Association, has been engaged in the grain business since 1895. Mr. Gregory has been in the grain business for 25 years and started his career at Duluth where he was associated with the late James J. Hill, owner of the Great Northern Elevator at that port.

Although the competition has never been so keen as now a feature of the three rival organizations is the fact that all are maintaining the percentage charges for handling grain. No attempt has been made to cut charges and other fees, but when the fall rush is under way some interesting developments are looked for among grain men who are not under obligations to any individual elevator or allied interest.

* * *

Contracts have been awarded for the construction on the Buffalo River at Farmers' Point of what will be one of the largest operating grain elevators in the world. Nisbet Grammer, president of the Eastern Grain, Mill & Elevator Corporation, has organized the Central Elevator Corporation which will operate a new 2,500,000-bushel concrete house, contracts for which have just been awarded to the Monarch Engineering Company of Buffalo. The new addition to Buffalo's elevating and grain storage capacity will be operated in conjunction with the new 1,000,000-bushel Concrete Elevator and the 1,000,000-bushel addition to this house which is rapidly nearing completion, giving a total storage capacity of 4,500,000 bushels.

Proceedings will be taken within a short time to increase the capitalization of the Eastern Grain, Mill & Elevator Corporation from \$1,000,000 to \$2,000,000 and the authorized capitalization of the new Central Elevator Corporation will be \$300,000. Those who are interested in the Central-Concrete companies are Nisbet Grammer, Norman P. Clement, John J. Rammacher, Edwin T. Douglass, George J. Grammer and Norman B. Macpherson.

Although all technical details regarding the construction of the new house have not been decided upon, one of the biggest features will be the large number of small bins, capable of handling small lots of grain. Two and probably three marine legs of the largest capacity will be part of the structure's equipment and there will be fast shipping legs for loading cars and canal boats.

Property has been acquired adjacent to the Concrete Elevator and its new 1,000,000-bushel addition and the New York Central grain terminal yard and it is upon this ideal site that the new structure will be erected. Construction work will begin at once and it is planned to have the foundation work and concrete docks along the river front completed before winter so that construction of the bins can be started in the early spring. The house will be completed and in operation by August 1, 1917, in time for the fall movement of grain next year.

The combined Concrete-Central Elevators will have a total storage capacity of 4,500,000 bushels. The total unloading capacity from vessels will be 1,000,000 bushels a day. Three large grain carriers can be handled at the same time, two on the main river front and one on the south side slip. The north side is available for the loading of canal boats and barges without interfering with the elevation of cargoes from lake grain carriers. In addition to the facilities for shipping via the state waterway to Albany, New York and seaboard points, the Concrete-Central Elevators will be able to load 1,000,000 bushels per day into cars, using five tracks for loading with a car shed that will hold twenty cars. Very large facilities for handling all grain will be provided so that more than 200 cars per day of all-rail grain can be unloaded without interfering with the loading of cars or unloading of lake vessels or loading of canal boats. All operations will be entirely independent of each other.

Hess Grain Driers, grain cleaners, clippers and other modern machines and equipment for the efficient handling of all grains will be installed and also means developed for unloading wet grain from lake carriers direct into the Hess Grain Driers without using the high power marine legs of the elevator.

The Concrete-Central Elevators will extend over 1,200 feet along the river front with water on three sides of the structure and railroad tracks on the fourth. They are adjacent to the newly created grain terminal yards of the New York Central lines which have been developed to the extent of 500 car lengths of track and cover forty acres of property. The maximum development of this railroad terminal will be 1,200 cars. This yard includes five loop tracks which will permit of the utmost speed in switching and with the co-ordination of the rail facilities with the rapid loading powers of the combined elevating units, the result will be a transportation development which will provide a splendid unloading and loading grain terminal.

The completion of the Concrete-Central Elevators will mark a new epoch in the development of the port of Buffalo. The river has been dredged by the city to accommodate the largest lake grain carriers, new large turning basins will be created in the inner harbor and plans for the improvement of the north harbor entrance are under way on the part of the Federal Government. The new combined houses will provide means for fully developing Buffalo as a big grain market.

* * *

Thirty members of the Buffalo Corn Exchange made merry at a shore dinner at the estate of the Buffalo Canoe Club at Point Abino on the Canadian shore of Lake Erie a short time ago. There was

a big green corn dinner with toasted marshmallows and other delicacies, including a supply of refreshments. A sail on the cooling waters of Lake Erie was one of the interesting features of the programme, which was handled by Fred E. Pond, the secretary of the 'Change, and a few co-workers. Although the Exchange does not have an annual outing, the members took this opportunity for a get-together fest and jollification, which was a decided contrast to the sweltering humidity on the Exchange floor in the Chamber of Commerce Building.

AN ENGLISH SCHEME TO INSURE WHEAT SUPPLY

In a recent discussion on "Food Supply in Time of War," before the Royal Society of Arts in London, Sir Henry H. Cunynghame revived a suggestion which he had advanced 12 years ago when he was a member of the Royal Commission of Food Supply. He argued that as it was most desirable that there should be at all times a large reserve of wheat in the United Kingdom, all wheat imported should be taxed four shillings per quarter (eight bushels), but that for each month the wheat should be kept in bond one shilling would be taken from the tax, and at the end of four months the wheat would be admitted to commerce free of duty.

In reply to this suggestion A. E. Humphries, vice-president of the National Association of British and Irish Millers, pointed out the commercial difficulties in the way. As reported in *Milling*, Mr. Humphries said that to keep all wheat in store for four months from landing would be impracticable. Continuing, he said in effect:

Manitoba wheat, normally dry, had sometimes been effectually dampened by snow at harvest time and rendered unsuitable for storing. North Russian wheat contained 17, 18, and 19 per cent of moisture, and under such conditions was difficult to keep. The allegation by Sir Henry that English farmers had no facilities for storage was only correct so far as granaries were in question. It was impossible to find a better way of storing wheat than in ricks. English wheat harvested in a wet season might be unfit for milling as it was gathered, but after being properly stored in rick could emerge perfectly suitable for human food in May, June or July. On one point he thought there was a great deal of misapprehension in the public mind. There was an idea about that corn merchants and millers had been growing rich at the expense of consumers, but that was a complete delusion. As a matter of fact, the profit from normal operations in wheat, from the milling of wheat and from the baking of bread, was exceedingly small. If a proof of that assertion were needed, let the price of bread in London before the war be compared with the price in New York; the latter was then about double the London price. It was an indisputable fact that dealing in grain was a very hazardous business, and that the profit per unit handled is very small. It was for that reason that the business of buying and selling grain, and also of milling was passing more and more into the hands of companies with huge capital. The people of this country must not run away with the idea that corn merchants and millers were in a position to make huge fortunes at the public expense, because the sudden outbreak of war had at one stroke lifted cereals to heights this generation had never known. It must not be forgotten that there would be a reaction, which would necessarily wipe out those profits, and perhaps leave a heavy loss as well. Under present conditions the business either of a corn merchant or of a miller was conducted with a maximum of risk and a minimum of profit. A month, or even a week, might bring a fall spelling a loss of £10,000 to a mill of comparatively moderate output. Millers were doing their best to provide the people with bread at rates as reasonable as the markets permitted, but what trader would be willing to work under the implied threat that on wheat rising beyond a certain height, the authorities should be free to turn on a stream of wheat from reserves accumulated by them in this country till prices were reduced 5/-, 10/-, 15/- or 20/- per quarter. Such an operation, carried out by the long purse of the state, would mean ruin to scores of traders who, amid the most difficult conditions, had done their best for their country. The only logical outcome of state trading in grain would be the assumption by the Government of the whole burden of finding the nation in breadstuffs.

The new elevators building this year will bring the combined grain capacity at Fort William and Port Arthur, Ont., to 47,085,000 bushels in addition to the hospital elevators of 900,000 bushels' capacity.



ILLINOIS

The elevator of Chas. Shelby at Paxton, Ill., is to be rebuilt.

Jones & Wethers will build a new elevator at Ridge Farm, Ill., in the near future.

After a general overhauling, the Delta Elevator at Cairo, Ill., was reopened on August 1.

The grain business of H. N. Dickinson at New Lenox, Ill., has been sold by him to Willis Morris.

F. A. Larson has sold his grain and coal business at Ophiem, Ill., to the Ophiem Farmers' Grain Company.

Six steel tanks with a capacity for 18,000 bushels of grain are being built by Theiss Bros. at East St. Louis, Ill.

The elevator located at Dickerson (mail Fisher), Ill., has been bought from W. Bullware by Venum & Gilmore.

Miles A. Leech and others have incorporated the Cornland Grain Company at Cornland, Ill., capitalized with \$15,000.

A new 30,000-bushel elevator of the Murrayville Elevator Company at Archer (mail to Sweet Water), Ill., has been completed.

The elevators of J. C. South at Monmouth and Ormonde, no p. o., Ill., have been bought by the Bowker-Smith Fuel Company.

A new elevator with a capacity for 25,000 bushels grain has been completed by Holmes & Maurer at Wittkopf Station near Lincoln, Ill.

The grain elevator at Jenkins' Switch, near Clinton, Ill., has been bought by Chas. L. Smith. He has also leased the elevator at Craig.

The charter of the Roberts' Farmers' Grain Company of Roberts, Ill., has been amended, the capital being changed from \$10,000 to \$25,000.

The elevator formerly owned by C. L. Smith of Hopedale, Ill., has been purchased by the Railsback Bros. The new owner now operates two elevators in that town.

Frank Weidlocher of Springfield, Ill., has placed his contract with the Burrell Engineering & Construction Company for a new 100,000-bushel concrete storage elevator.

The Smith-Hippen Company of Manito, Ill., has given its elevator here a general overhauling, rebuilding the dumps, arranging the inside to be more convenient, installed a Fairbanks Automatic Scale, put in a man-lift and car puller.

A charter has been granted the Hanna City Farmers' Elevator Company to operate at Hanna City, Ill. The company, which is capitalized with stock of \$15,000, was incorporated by John C. Cameron, Henry J. Marstetter and E. O. McCullough.

W. P. Montgomery, J. A. Bracken, Elmer Hornback, John Behrens, Robert Montgomery, E. E. Claypool and Homer J. Tice have incorporated the Greenview, Ill., Farmers' Grain Company. The company has capital stock amounting to \$12,000.

Work has been started on the erection of a new grain elevator at McLean, Ill., by Darnell & Spence. The bins will be 16 feet square with one small loading bin. The plant will be of cribbed construction and will be fitted with special ventilators for drying out the grain, and will have a capacity of between 40,000 and 45,000 bushels.

Secretary E. B. Hitchcock of the Illinois Grain Dealers' Association reports the following Illinois changes: Chapman Bros. at La Place are succeeded by E. B. Chapman; H. H. Palmer at Hillsdale by John F. Butzer; D. H. Currey & Co. have sold out to Beggs & Hatch of Curtis; P. A. Felter of Eureka has disposed of his property to the Eureka Farmers' Co-operative Association; Harrison-Ward Company succeeds J. A. Harrison Company of Clinton; Magee Grain Company is succeeded at Cairo by Magee-Lynch Grain Company; F. A. Larson has sold out at Ophiem to the Ophiem Grain Company; Hamman Bros. at Roberts to the Roberts Farmers' Grain Company; Simpson & Perry at St. Joseph to J. A. Gilles; O'Brien & Lambert at Morse to Mallet & Code of Bradford; Valley Cereal Company to Miller & Pryor Company of Cairo; Buckley & Pursley Company of Fairview to Ten Eyck & Prall; the National Elevator Company at Ridgefarm has sold out to the Farmers' Elevator Company; Piel & Co. have purchased St. Francisville business of the Baker Elevator & Mill Company; the Iowa Elevator Company at Peoria has gone out of business; J. A. McCreery

& Sons of Teheran have sold out to Elmore & Peters; Spellman & Co. of Broadwell have sold out to E. B. Conover; Morgan Elevator Company at Buckley to Buckley Farmers' Grain Company; the Ralston Bros. of Caledonia are rebuilding; the Hungarian Mill at Bloomington is now property of L. E. Slick & Co.; Watseka Farmers' Grain Company has built new plant at Watseka; O. S. Nash succeeded at Sharpsburg by Rink & Scheib of Edinburg; H. H. Schulenberg at Tolono by Wm. Murray of Champaign; Roselle Mill & Lumber Company of Roselle is building a new plant; C. W. Savage & Son have sold out at Little Indian to Reuel G. Crum; Andrews & Adams of Moweaqua to the Moweaqua Grain Company; Jas. L. Bush succeeded by Hamman Bros. of Milmine at Hayes; Herron Bros. by Bryce Farmers' Grain Company at Bryce (mail Milford); J. M. Ernst of Arcola is succeeded by J. M. Ernst & Son; the Eldena Co-operative Company succeeds B. P. Hill Grain Company at Eldena; the Baileyville Farmers' Grain Company now owns property at Baileyville; Foehr Bros. sold out at Richview (between Centralia and Ashley); J. J. Stack sold out at Glenavon to Horner-Outlaw Grain Company; Venum & Co. at Fisher to Venum & Gilmore; Shellabarger Elevator Company at Beason to the Beason Farmers' Grain Company; Padua Grain Company now owns property of the Central Mill & Elevator Company at Padua; Orleans Farmers' Elevator Company at Orleans owns the property of the Central Illinois Grain Company; the following elevators formerly owned by the Central Illinois Grain Company of Ashland are now the property of the Lewis & Lynd Company of Springfield: Elkhart, Prentice, Woodson, Murrayville, Prouty, Clements, Bates, New Berlin and Island Grove.

MISSOURI, KANSAS AND NEBRASKA

A new elevator is being built at Elmo, Kan., by W. T. Hacker.

Repairs are being made on the Bartling Elevator at Julian, Neb.

Repairs are being made on the Hurley Elevator at La Due, Mo.

R. V. Seward & Son have completed a new elevator at Richmond, Mo.

H. O. Willson has purchased a grain elevator located at Wallace, Neb.

H. N. Sater of Kinsley, Kan., is building a new grain elevator on his farm.

R. J. Murphy expects to build a new elevator at Campus, Kan., immediately.

New machinery has been installed in the elevator of H. E. Sharp at Amy, Kan.

Numerous improvements have been made on the East Elevator at Trenton, Neb.

The elevator at Clare (r. f. d. Olathe), Kan., has been purchased by J. A. Hacker.

W. A. Mears & Co.'s elevator at Herington, Kan., was bought by the Farmers' Union.

It is possible that a farmers' elevator may be erected at Perry (mail McCook), Neb.

The Farmers Elevator at Altai, Neb., has been leased by the Altai Lumber Company.

The elevator plant of the Isley Grain Company at Hanston, Kan., is being remodeled.

A new grain elevator is to be constructed at Soldier, Kan., by the Farmers' Union.

A small elevator is to be built at Emerson, Neb., by the Wakefield (Neb.) Roller Mills.

Work has been completed on the elevator of the Duff Grain Company at Dunbar, Neb.

A new 17,000-bushel elevator is to be built for the Farmers' Union at Summerfield, Kan.

A large corn elevator is being built at Hayti, Mo., by the Ward-Coppage Mercantile Company.

The Farmers' Union Elevator at Portis, Kan., has been equipped with a new electric motor.

The Olmitz Grain Company at Olmitz, Kan., has been succeeded by the Geneseo Grain Company.

H. D. Williams, a farmer near Inman, Kan., has arranged to build a grain elevator on his property.

Capitalized with stock of \$6,000, the Farmers' Elevator Company has been formed at Primrose, Neb.

The White Cloud Milling & Elevator Company of White Cloud, Kan., has reorganized as the White Cloud Grain Company. The milling end of the busi-

ness is to be discontinued. William Koelling is president.

Charles & Johnson sold their elevator at Attica, Kan., to the Aetna Milling Company of Wellington.

The contract has been awarded by the Farmers' Elevator Company of Almena, Kan., for a new elevator.

J. S. Force has started to rebuild his elevator at Wheaton, Kan. The engine building has been completed.

F. W. N. Brown organized the Huntley Equity Exchange at Huntley, Neb. Capital amounts to \$10,000.

The Dawson Elevator at Rising Sun, Neb., has been bought by the Farmers' Co-operative Grain Company.

A Fairbanks Wagon Scale has been installed in the plant of the Farmers' Grain Company at Lodgepole, Neb.

The elevator owned by E. F. Adams at Linn, Kan., has been overhauled and refitted with new machinery.

The contract has been let by the Kanona Equity Exchange of Kanona, Kan., for a new elevator at that place.

The Farmers' Grain Company of Lisco, Neb., has let the contract for the erection of a 10,000-bushel elevator there.

Incorporation papers have been filed for the Union Grain Company of St. Libory, Neb. Capital stock is \$20,000.

The Farmers' Elevator Company at Springfield, Neb., has bought the plant operated by the Lincoln Grain Company.

The Emporia Elevator & Feeding Company of Emporia, Kan., has increased its capital stock from \$30,000 to \$60,000.

The J. B. English Elevator at Cimarron, Kan., has been bought by the Cimarron Co-operative Elevator Company.

At Daykin, Neb., the Farmers' Elevator Company was incorporated. The capital stock of the concern aggregates \$10,000.

A corn sheller and new cribs have been installed in the plant of the Farmers' Elevator Company at Nebraska City, Neb.

A new elevator has been opened near the Missouri Pacific Station at Paola, Kan., by the Fowler Commission Company.

Farmers have organized the Farmers' Co-operative Elevator Company at Irving, Kan., and will build or buy an elevator.

A Fairbanks-Morse Oil Engine has been installed in the plant of the Kansas Farmers' Grain & Supply Company at Radium, Kan.

D. M. Leypoldt and H. L. Pennington have let the contract for the erection of a 12,000-bushel elevator at North Platte, Neb.

W. C. Ryan is president, R. Schopke, treasurer, and J. Liewer, secretary, of the new Farmers' Elevator Company of Emerson, Neb.

The Comfort Elevator at Cawker City, Kan., has been taken over by the Comfort Grain & Fuel Company, a \$10,000 corporation.

The elevator owned by the Brand-Dunwoody Milling Company at Jasper, Mo., has been leased by the Jasper Elevator Company.

The R. A. Roberts Elevator located at Aullville, Mo., has been leased by the Eagle Mill & Elevator Company of Higginsville, Mo.

J. H. Coons was the principal incorporator of the Farmers Union Co-operative Association, capitalized with \$25,000, at Dawson, Neb.

Four elevators owned by the late Henry Roberts located at Tekamah, Herman, Gretna and Ceresco, Neb., have been bought by B. Latta.

The elevator of the Southwestern Grain Company located at Bloom, Kans., has been sold to the L. H. Pettis Grain Company of Hutchinson, Kan.

The capital stock of the Preston Grain, Livestock & Mercantile Company, operating at Preston, Kan., has been increased from \$10,000 to \$25,000.

J. Crosby & Son of St. Francis, Kan., have under construction a 20,000-bushel iron-clad elevator. The plant will be completed by September 1. The management is under H. M. Crosby. Crosby & Son

have been in the grain business at St. Francis for the last five years.

Farmers in the vicinity of Tarnov, Neb., have formed the Farmers' Elevator Company. The authorized capital stock amounts to \$15,000.

A 160,000-bushel grain storage is to be erected for the Wichita Flour Mills Company of Wichita, Kan. Fourteen grain tanks will be erected.

The elevator owned and operated by the Burdett Grain & Supply Company of Burdett, Kan., is being remodeled. New machinery is being installed.

The Larabee Flour Mills of Hutchinson, Kan., have bought from C. M. Clark of Pratt a line of elevators located along the Rock Island Railroad.

The elevator of the Rock Mill & Elevator Company at Hutchinson, Kan., located at Belpre, Kan., has been purchased by the Belpre Co-operative Equity Union.

E. N. Gardner and I. H. Fehr have purchased the plant of Christopher & Thurber at Trenton, Mo. They converted it into an elevator and were ready for business by August 1.

The Missouri Pacific Elevator operated by the Wilson Elevator Company at Coffeyville, Kan., has been put into operation, after being closed down for some time while undergoing repairs.

W. R. Ward, E. Ward, *et al.*, have formed the Fairmont Grain Company at Fairmont, Neb. The capital stock is \$25,000. The Updike Elevator at that place has been bought up by the new concern.

The Maney Milling Company of Omaha, Neb., is rebuilding its grain elevator, putting in a garner, a 10,000-bushel shipping leg and track scale. The work is being done by the Burrell Engineering & Construction Company.

At Sibley, Mo., the Sibley Elevator Company was incorporated. G. A. James, J. S. Webster, G. W. Hostetter and H. T. Johnson of Sibley and J. C. Willis of Kansas City and John T. Reber and J. C. Beaver were the incorporators.

MINNESOTA AND WISCONSIN

A new elevator is being built at Barron, Wis., by Ed. Ludwig.

The Imperial Elevator at Kennedy, Minn., is now owned by F. J. Shreck.

Farmers around Ottertail, Minn., have bought the Northland Elevator located there.

W. H. Symes has disposed of his grain elevator at Austin, Minn., to E. T. Bemis.

The Farmers' Elevator at Elgin, Minn., has been disposed of to W. A. and Herman Engel.

Farmers have bought the elevator located at Monterey, Minn., from the Matson Bros.

The Monarch Company's grain elevator at Spicer, Minn., has been purchased by John Tait, Jr.

The Farmers' Elevator Association has bought the Wm. Perrizo Elevator at Delavan, Minn.

The Muskoda Elevator located at Hawley, Minn., has been purchased by Fritz Gruhl of Cromwell.

The farmers of Madison Lake, Minn., will either build or buy an elevator there in the near future.

The Thorpe Elevator Company has its new elevator at Sherack (r. f. d. Euclid), Minn., near completion.

The warehouse and elevator of the Cargill Grain Company at Manawa, Wis., has been sold to C. H. Quackenbush.

A new farmers' organization has been completed at Dassel, Minn. The capital stock of the new company is \$8,000.

The Farmers' Elevator Company took possession of the elevator of C. A. Nachbar at Winnebago, Minn., on August 1.

The Brandon Equity Warehouse & Produce Company of Brandon, Minn., has been formed. The capital stock amounts to \$5,000.

A charter has been granted the Halstad Elevator Company to operate at Halstad, Minn. The company is capitalized with \$20,000.

The elevator owned by farmers in the vicinity of New Richmond, Wis., has been rented by M. Tanne, a local feed, seed and flour merchant.

A concrete elevator, costing \$500,000, is to be built by the Washburn-Crosby Company at Minneapolis, Minn. The building will be finished by November 15.

The Waterloo Malting Company of Waterloo, Wis., has just contracted with the Burrell Engineering & Construction Company of Chicago, for a 50,000-bushel concrete grain elevator.

Several improvements are being made on the Farmers' Elevator at Cannon Falls, Minn. The motive power will be furnished by electricity, and a new electric motor is being installed.

For the purpose of operating grain elevators, the Federal Grain & Elevator Company of St. Paul, Minn., was incorporated. Capital stock is \$150,000. R. Fraendle of Remer, Thos. M. Sullivan of St. Paul and R. J. Johnston, Meyer M. Isaacs, C. Campbell

and W. H. Horton of Minneapolis were the incorporators.

The Angus Farmers' Elevator Company was recently formed at Angus, Minn., with B. Sewill, president; G. Arhaug, vice-president; J. W. Campion, secretary, and A. Pederson, treasurer.

A new Farmers' Produce Company has been formed at Osseo, Wis. A. O. Berg is president; C. O. Dahl, treasurer; S. Gunderson, secretary. The company has started to build a new grain elevator there.

The Donnelly Farmers' Elevator Company of Donnelly, Minn., has purchased the elevator which they have been operating and which they leased from the old Donnelly Elevator Company now dissolved.

Thompson, Vorachek & Stuke's elevator at Mahomen, Minn., is to be torn down, preparatory to the building of a new one there. The plant will be of modern construction and equipped with up-to-date machinery.

Improvements and alterations are being made on the elevator of Taylor & Bournique Company of Milwaukee, Wis., formerly operating as Fagg & Taylor. The improvements will add 600,000 bushels to the present capacity. A sprinkling system will be installed and all the machinery will be overhauled.

SOUTHERN AND SOUTHWESTERN

The Farmers' Equity Exchange of Nash, Okla., has taken over the Athey Elevator.

An iron-clad elevator is being constructed at Moorewood, Okla., by Geo. E. Harris.

W. E. Coyle of Pawnee, Okla., has had his elevator and corn crib located there torn down.

The Thompson-Wilson Grain Company has entered the grain and hay business at Ft. Worth, Texas.

W. S. Upshur has been appointed manager of The Chesapeake & Ohio Elevator with headquarters at Newport News, Va.

A permit was granted the San Antonio Grain Company of San Antonio, Texas, for the erection of a warehouse there.

The Wichita Mill & Elevator Company's elevator at Leedy, Okla., was bought recently by the White Grain Company of Enid.

The business of the Farmers' Federation at Alva, Okla., has been taken over by J. A. Eato and C. H. Oringderff of Cherokee.

The capital stock of the Henderson Elevator Company of Henderson, Ky., has been increased from \$15,000 to \$100,000.

F. P. Apgar will be in charge of the plant of the Franklin Elevator & Warehouse Company at Franklin, Ky., when completed.

Arrangements have been completed by C. G. McDougal of Chicago, Ill., for building of elevator and granary near Stuttgart, Ark.

The elevator located at Pampa, Texas, is being replaced by a new plant now under course of construction for the Kansas Flour Mills Company.

Capitalized with \$7,500, the Llano County Farmers' Union Warehouse Company was formed at Llano, Texas. Dave McDonald, G. S. Vest and W. W. Willbern were the incorporators.

Capitalized with stock of \$5,000, the Hardinsburg Grain Company was formed to operate at Hardinsburg, Ky. The promoters of the new concern also operate the Hardinsburg Mill & Elevator Company.

A wholesale jobbing house has been opened up at Vicksburg, Miss., by the Russell Flour & Grain Company. T. J. Russell is to conduct the business. The concern will deal in flour, mill feed and grain.

S. W. Hogan of Cashion, Okla., E. W. Sibley, Okemah, Okla., and J. E. Clift of Prague, Okla., have formed the Okemah Grain Company of Okemah, Okla. Company's capital stock amounts to \$10,000.

The elevator, milling and feed business of the Blanchard Mill & Gin Company of Blanchard, Okla., has been sold by Wm. Morgan, who recently bought his partner's share in the enterprise, to S. G. Ambester of Norman.

Incorporation papers have been filed for the Central Mill & Elevator Company of Sweet Water, Texas. The capital stock of the company, which was formed by G. M. Sublett, J. E. Pitzer, Jr., and G. E. Bradford, was \$5,000.

The Puckett Grain & Coal Company of Amarillo, Texas, will operate as the Lemmons Grain & Coal Company. J. M. Russell sold his interest in the Amarillo Grain & Coal Company and has bought half interest in the Lemmons Grain & Coal Company.

The Port Commissioners of New Orleans, La., have decided to add 1,000,000 bushels to the capacity of the public grain elevator now being built at New Orleans. It is expected that the present elevator with 1,200,000 bushels' capacity and the warehouse capable of handling from 3,500,000 to

4,000,000 bushels will be completed by September 1. The new construction will consist of bins 90 feet high by 15 feet in diameter each with capacity for 12,000 bushels, besides smaller bins of 3,000 bushels' capacity each.

EASTERN

E. E. Gorton has incorporated the Scott Elevator Company, Inc., of Yonkers, N. Y. The concern's capital stock is \$1,000,000.

A two-story brick office building is to be built for the Electric Grain Elevator Company of Buffalo, N. Y., at a cost of \$10,350.

Capitalized with stock of \$20,000, the Ryder Grain Company was incorporated at East Bridgewater, Mass. Edw. F. McHugh of Bridgewater is the principal incorporator.

The Lakehurst Farm Company was formed at Lakehurst, N. J., to deal in grains, cereals, etc. The capital stock amounts to \$15,000. Edwin R. Semple, Daniel Eben and Florence I. Carman were the incorporators.

For the purpose of dealing in grains, etc., the Granaries Export Company was formed at Wilmington, Del., capitalized with \$100,000 stock. Herbert E. Latter, Norman P. Coffin and Clement M. Egner were the organizers.

For the purpose of dealing in all kinds of grains, the A. H. Sunshine Company was formed at Philadelphia, Pa. The capital stock is \$25,000. H. E. Sorber, William H. Sunshine of Johnstown, Pa., and F. C. Bortz of Pittsburgh were the incorporators.

The Pennsylvania Railroad Company has decided to expend about \$2,000,000 in the rebuilding of the Northern Central Railway Grain Elevator No. 3 at Baltimore, Md., which burned not long ago. The plant will probably be of 1,000,000 bushels' capacity. The construction and machinery details have not been determined.

IOWA

Tom Beatty sold his elevator at Rose Hill, Iowa, to G. Boles.

A new farmers' elevator is under course of erection at Holmes, Iowa.

A new building is being added to the Milligan Elevator at Cooper, Iowa.

The J. & R. Elevator at Belmond, Iowa, has been purchased by E. R. Ballou.

The Drury Grain Company's business at Early, Iowa, has been taken over by Ferry Smith.

The elevator owned by the Plymouth Milling Company at Seney, Iowa, has been reopened.

Messrs. Sanford and Lindebak of Ellsworth have bought the Weiner Elevator at Luverne, Iowa.

Grieg & Stockdale of Davenport, Iowa, has bought the Paul C. Aiken Elevator at Grundy Center.

A new feed house is to be constructed at Hawkeye, Iowa, by the Farmers' Elevator Company.

Changes are being made on the elevator of I. N. Shearer & Sons, who operate at Idagrove, Iowa.

The grain and coal business of Frank Wilkins at Luray, Iowa, has been sold to F. W. & W. A. Pot-hast.

Capitalized with stock of \$5,000, the Farmers' Co-operative Elevator Company was formed at Blanchard, Iowa.

H. C. Moore recently purchased the elevator at Gifford, Iowa. He is overhauling the plant preparatory to operation.

A large warehouse is being built adjoining the elevator plant of the Farmers' Elevator Company at Rock Valley, Iowa.

The Mighell Elevator at Lake City, Iowa, it is reported, will be bought by the Farmers' Elevator Company of Sherwood, Iowa.

The business of the Brinton Grain & Coal Company of Ellsworth, Iowa, was sold by that concern to the firm, Reynolds & Rude.

The elevator, grain and coal business of Guy E. Conaway and Mrs. Edith M. Austin at Ackley, Iowa, has been sold by them to D. L. Mowbray.

The flouring mill at Mapleton, Iowa, has been taken over by the Farmers' Grain & Lumber Company and will be converted into a grain elevator.

E. E. Asher is president and T. C. Jacobson is secretary of the Farmers' Elevator Company at Forest City, Iowa. The company's capital stock is \$20,000.

The new grain tanks, being built for the Mystic Milling Company at Leeds, Sioux City Sta., Iowa, are to be finished about the middle of August. The plant will cost about \$12,000. About \$6,000 worth of grain machinery will be installed.

Capitalized with stock of \$10,000, the Ortonville Elevator Company was formed at Ortonville Station, Dallas County, Adel p. o., Iowa. The Board of Directors are: Alfred Cadwell, E. O. DeAtley, S. S. Steele, Gilbert Robinson, M. M. Stauffer, J. Johnson and H. M. Cadwell. Gilbert Robinson is president;

Alfred Cadwell, vice-president; E. A. DeAtley, secretary.

The elevators owned by James Bentley and located at McPaul, Percival and Payne, Iowa, have been purchased by Cliff and Wint Good. Consideration as named was \$30,000.

Improvements are being made to the Shotwell Elevator at Arthur, Iowa. Five new concrete grain bins, with capacity for about 1,750,000 pounds of shelled popcorn, will be built.

The new 20,000-bushel elevator of the Updike Grain Company at Lake City, Iowa, has been completed. The old elevator will be remodeled and the plant will have a combined capacity of 45,000 bushels.

INDIANA

The elevator of Frank Kelly at Remington, Ind., has been sold by him.

The elevator located at Townley (mail to Baldwin), Ind., has been purchased by the Brady Bros.

Jauvre & Stafford of Thornton, Ind., have bought up the grain elevator at Hope, Ind., owned by Simon Nading.

Bert Ford's elevator at Rob Roy (r. f. d. Attica), Ind., has been purchased by I. A. Jones of Attica and Hiram Jones.

Peter Backer & Son of Troy, Ind., was granted a state charter. The company will operate grain elevators and flour mill. The capital stock is \$15,000. Peter M. Backer promoted the enterprise.

The Indiana-Illinois Elevator Company of Terre Haute, Ind., has mortgaged its 19 elevators located in Indiana and Illinois for \$175,000. The money so raised is to be used for the erection and equipping of more elevators.

F. L. Ohler, Wm. Fenton and H. E. Landman have organized the Farmers' Grain & Milling Company at Union City, Ind., capitalized with stock of \$25,000. The company will own and operate grain elevators, flour mills, etc.

Robert Stahl and Patrick Shahan and son have bought a site in Lebanon, Ind., on which they will build a new elevator. The plant will be of modern construction, equipped with up-to-date machinery and operated by electricity.

A state charter has been granted the Morrison-Teegarden Company of Saratoga, Ind., capitalized with stock of \$18,000. The company will deal in grain, flour and wool. The directors are: James E. Morrison, Edw. I. Teegarden and Pearl Teegarden.

OHIO AND MICHIGAN

A new elevator is to be constructed at Homeworth, Ohio.

W. F. Close & Co. recently sold the grain elevator operated by them at Byron, Mich.

S. A. Crilly of Forest, Ohio, purchased the elevator at Patterson, Ohio, from A. S. Jackson.

At Climax, Ohio, the Climax Equity Exchange was organized. The capital stock amounted to \$15,000.

A new elevator and flour mill is to be built on the site of the old Kellhofer Mill at Chillicothe, Ohio.

The Vanlue Grain & Supply Company has bought the elevator located at Vanlue, Ohio, from H. B. Tippin.

The Fahrner Elevator Company was incorporated to operate at Midland, Mich. Capital amounts to \$30,000.

Grant McMorran has sold his elevator plant at St. Paris and McMorran, Ohio, and has retired from business.

The offices of the firm Ellis & Fleming at Cincinnati, Ohio, have been removed to their elevator and warehouse.

Wm. Mendelhall and W. T. Teegarden have bought up the Teegarden & Townsend Elevator at Greenville, Ohio.

The capital stock of the Pierce Grain & Hay Company at Van Wert, Ohio, has been reduced from \$30,000 to \$20,000.

The Scioto Grain & Supply Company now owns the elevator at Ashville, Ohio. This plant was formerly the property of Chas. E. Groce.

The Stockbridge Elevator Company of Jackson, Mich., is overhauling its elevators at Anderson and Pottersville, Mich., and increasing the storage capacity.

C. E. Young & Son have remodeled their Dallas Elevator at Urbana, Ohio. New machinery has been installed. All of the machinery is electrically driven.

The Dowagiac Coal & Iron Company of Dowagiac, Mich., is installing a new cleaner and remodeling the elevator throughout. The plant has a capacity of 10,000 bushels.

Incorporation papers have been filed for the Berwick Farmers' Elevator & Supply Company at Berwick, Ohio. George Brandt, John Welster, Stephen Clouse, John Arend, Chas. Niederkohr, F. J.

Weinandy, Xavier Kern and F. S. Bloom were the organizers. Capital is \$15,000.

At Cook, Ohio, the Cook Farmers' Grain Company was incorporated with capital stock of \$6,000. A. E. McKinney, F. V. Howsmon and B. W. Leavell are the organizers.

White Bros. & Co., of Scotts, Mich., have just installed a new grain dump at their elevator at Scotts, new motors in the house at Leonidas and a new engine at Pavilion.

W. E. Gest of Defiance, Ohio, has converted the one end of his warehouse into a grain elevator of 10,000 bushels' capacity. A new Fairbanks Scale has been installed together with dump and the other necessary machinery.

THE DAKOTAS

A new elevator is under construction at Carson, N. D.

The Farmers' Elevator at Belfield, N. D., is to be rebuilt.

A farmers' equity exchange has been organized at Columbia, S. D.

A new elevator is being built at Kensal, N. D., by Gunder Ellingson.

F. E. Long sold his elevator plant at Ortle, S. D., to A. W. Berkner.

Plans are under way for the erection of the elevator located at Enderlin, N. D.

Reports state that Ludwig Larson has bought the Acme Elevator at Hastings, N. D.

A new elevator is being erected at Rohrville, mail Devils Lake, N. D., for A. Walters.

The Germania Grain Company of Sioux Falls is to build a new grain elevator at Tea, S. D.

A new farmers' elevator company has been organized in the vicinity of Spring Brook, N. D.

The James Grain Company of Brown County was incorporated at Pierre, S. D. Capital is \$100,000.

The Atlas Elevator at Broadland, S. D., has been taken over by the new Broadland Equity Union.

A certificate of partnership has been granted to the John Kneisel Elevator Company at Hamlet, N. D.

J. F. Tracy now owns the elevator property of the Bagley Elevator Company located at Hettinger, N. D.

The Interstate Elevator at Beresford, S. D., will in the future be known as the J. J. Mullaney Elevator.

The elevator at Chester, S. D., formerly owned by W. H. Kellogg & Son, has been sold to A. M. McCord.

The old Hanson Seltveit Elevator at De Lamere, N. D., is being overhauled and repaired by H. H. Hanson.

An artesian well is to be dug by the Farmers' Elevator Company of Kathryn, N. D., to supply fire protection.

A new 40,000-bushel elevator is to be built at Cleveland, N. D. It is to be known as the Simonitsch Elevator.

E. C. Morrill and M. J. Robertson have purchased the J. T. Scroggs grain, coal and live stock business at Beresford, S. D.

The contract has been let by the Mandan (N. D.) Farmers' Elevator Company for the erection of a new elevator there.

A new elevator is to be built by the Farmers' Elevator Company of Cresbard, S. D., in addition to its present plant.

Alfred Nelson, R. M. Anderson and A. W. Pearson have formed the Farmers' Co-operative Elevator Company of Peever, S. D.

The Farmers' Elevator Company of Pettibone, N. D., has arranged to buy the Andrews Grain Company's elevator for \$4,500.

The business of the old Canova Grain Company at Canova, S. D., has been taken over by the Canova Farmers' Elevator Company.

Articles of incorporation have been filed for the Richmond Equity Exchange at Aberdeen, S. D., capitalized with \$15,000. L. F. Hanson, Geo. N. Miller and L. W. Crowell are interested.

The Western Grain & Lumber Company has completed negotiations with the Farmers' Equity of Marmath, N. D., transferring the ownership of its Marmath Elevator to the latter concern.

G. W. Gange, Edward Payne and Albert Rehfield are named as the organizers of the Duxbury Co-operative Elevator Company of Duxbury, mail Mansfield, S. D. Capital stock aggregates \$10,000.

Incorporation papers were filed for the Hebron Farmers' Union Elevator Company at Hebron, Morton County, N. D. Martin Koller, William Englehardt and Robert Harnisch were interested.

A new elevator is to be erected at Ransom, mail Cayuga, N. D., according to plans of the Ransom Trading Company. Henry O. Fir is president; C.

W. Sanders, vice-president; Geo. H. Wilson, secretary, and Dennis Flasch, treasurer.

The Terrett Elevator located at Petersburg, N. D., has been bought by the O'Keefe Bros. of Sharon.

The Independent Elevator located at Tower City, N. D., was recently secured by the Tower City Equity Elevator Company. The building is to be remodeled, and equipped with large grain cleaner.

The Farmers' Elevator & Implement Company was formed at Barbara, mail Greenway, S. D., by J. H. Wishek, Philip Jung and Mathias Hatzler. The company is capitalized with stock of \$60,000.

Efforts are being made to organize a farmers' company at White Rock, S. D., for the purpose of establishing an elevator and either building or buying a flour mill to be operated on the co-operative basis.

L. W. Berkholtz and Geo. Zirbes recently closed negotiations for the Columbia Elevator located at Hazelton, N. D. The elevator is of 30,000 bushels' capacity and was owned by the Columbia Elevator Company.

A state charter was granted the Aremont Co-operative Elevator Company of Aremont, Marshall County, S. D. The company is capitalized with \$25,000. A. J. Olson, A. F. Ives and John Thompson are the organizers.

CANADA

At Sheho, Sask., the Standard Elevator Company is building a new elevator.

A grain elevator and mill is to be erected at Arnprior, Ont., by David Craig.

An elevator is under course of erection by the Peaker Bros. at Rhein, Sask., Canada.

A 30,000-bushel elevator is to be constructed at Rosetown, Sask., for the Badger Mill Company.

The Duluth-Dakota Grain Company has arranged to establish a line of elevators in western Canada.

The Hedley Shaw Milling Company is building at Kamloops, B. C., a new elevator and flour warehouse.

A large elevator is under course of erection at Clandeboye, Man., for the Lake of the Woods Milling Company.

C. B. Piper is principal director of the New Thunder Bay Elevator Company of Winnipeg, recently incorporated with stock of \$1,000,000.

The two Government elevators at Crystal City, Man., and the one at Snowflake, Man., are being torn down, to be rebuilt at Clearwater and Folliston.

The Fort William Grain Company, Ltd., of Fort William, Ont., has arranged for the establishment of a plant for the production of grain screening products. Heretofore there has been no market in Canada for the residue of the cleaning machinery of the grain elevators. The entire output of the elevators of that district has been purchased by American firms, then shipped to Duluth and Minneapolis, with some shipments to Buffalo and New York City.

WESTERN

A new elevator is to be constructed at Columbus, Mont.

A 40,000-bushel elevator is being constructed at Finch, Mont.

A new grain elevator is to be built at Johnson, Wash., to cost about \$8,000.

The Portales (N. Mex.) Mill & Elevator Company has started on its new elevator there.

Capitalized with \$10,000, the Farmers' Elevator Company was incorporated at Warland, Mont.

The elevator of the Crete Mills at Crete, Neb., at Amherst, Colo., was sold to Louis Spelts.

At Los Angeles, Cal., the Jensen Main Grain Company was recently formed. Capital, \$50,000.

A 12,000-bushel elevator is to be built for the Model Milling & Elevator Company at Briggsdale, Colo.

C. M. Johnson will build a 30,000-bushel grain elevator on the N. P. right-of-way at Whitehall, Mont.

It is possible that the H. Earl Clack Company of Havre, Mont., will build a new elevator at Burnham, Mont.

A 50-foot addition is being built to the warehouse of the Pacific Coast Elevator Company at Albion, Wash.

A 150,000-bushel grain elevator and hay warehouse has been built at Portland, Ore., for W. L. Walka.

A new elevator is to be constructed at Wellington, Colo., for the Ft. Collins Milling & Elevator Company.

The Wren & Greenough Company has made plans for the construction of a 50,000-bushel grain elevator at Fenn, Idaho County, Idaho. The elevator is to be used privately by the company to store

the grain from their big holdings in the Fenn-Denver section.

The elevator at Roy, Mont., owned by J. E. Cox & Co., has been bought by J. E. Cox and Earl H. McAuley. The new firm will operate as the Roy Elevator Company.

Dorman & Lorimer of Wendell, Idaho, have been bought out by the Wendell Milling & Elevator Company. The new proprietors will continue the grain and seed business.

The Kerr-Clifford Company's line of six Umatilla County warehouses have been bought by W. H. Collins. Mr. Collins has also installed a cleaning plant at Portland, Ore.

A new 40,000-bushel elevator is to be constructed at Jerome, Idaho, for the Jerome Milling & Elevator Company. The company will also install several seed cleaning machines.

The Ferdinand, Rochdale Company of Ferdinand, Idaho, has placed the contract with the Burrell Engineering & Construction Company for an 80,000-bushel cribbed elevator.

The Treasure State Grain & Feed Company was incorporated at Billings, Mont., capitalized with \$40,000. W. P. Ladd, J. T. Clapper and Albert E. Platz were the organizers.

The Farmers Union Grain & Elevator Company of Pendleton, Ore., has arranged to build a modern concrete grain elevator of 100,000 bushels capacity. The Burrell Engineering & Construction Company

has the contract and work will be commenced at once.

The Columbia Elevator Company has completed arrangements for the erection of a grain elevator at Roundup, Mont. The plant will be ready in time to handle this year's grain.

W. C. McClintock, T. E. McClintock of Miles City and James Hackney of New Rockford, N. D., have incorporated the Farmers' Elevator Company of Miles City, Mont. Capital stock is \$10,000.

The Cottonwood Mill & Elevator Company, Ltd., of Cottonwood, Idaho, is building a cribbed construction 50,000-bushel country elevator with plans by the Burrell Engineering & Construction Company.

A new elevator is being built for the Crescent Mill & Elevator Company at Keota, Colo. The capacity of the plant is 15,000 bushels. The company has also leased the 12,000-bushel elevator of T. J. Work at Willard, Colo.

The Colorado Mill and Elevator Company of Denver, Colo., has awarded the following contracts to the Burrell Engineering & Construction Company: 1,000-barrel concrete and brick mill building and 200,000-bushel concrete storage plant at Pueblo, Colo.; a 1,000-barrel concrete and brick mill building at Burley, Idaho; a 200,000-bushel concrete storage warehouse at Grand Junction, Colo.; a 200,000-bushel concrete grain elevator at Twin Falls, Idaho, and one of same capacity at Weiser, Idaho.

membership to take care of the various features and every committee is working overtime so that there may be no hitch in any smallest detail when the big day arrives.

It is quite appropriate that Baltimore should have the honor of entertaining the N. G. D. A., for her grain business is of great magnitude, the receipts in 1915 being only slightly under 100,000,000 bushels. Wheat came first with 36,303,781 bushels; then came oats with 25,742,902 bushels; corn 18,739,745 bushels, and other grains in lesser amounts.

It is doubtful if in the whole country there is a market whose merchants are better or more favorably known, and every one of them will be waiting to give himself the pleasure of adding, in what measure he may, to your comfort and entertainment while in Baltimore.

ANNUAL MEETING MICHIGAN HAY AND GRAIN ASSOCIATION

The annual meeting of Michigan Hay & Grain Association held at Battle Creek, Mich., August 3, was not all work and no play. On the contrary it was nearly all play. The Association was the guest, in the morning, of the Kellogg Toasted Corn Flake Company, and in the afternoon of the Postum Cereal Company, Ltd. Each of the large food factories were thoroughly inspected and the processes of manufacture of the various food products were shown by competent guides.

The business session was held late in the afternoon in the Postum dining-room after the inspection of the Postum Cereal Company's plant. President E. L. Wellman of Grand Rapids called the meeting to order and Secretary George C. Graham of Jackson read the minutes of the previous meeting which were approved as read. President Wellman then spoke of the importance of having some committee take up the question of grades of hay in Michigan. Prices were high now and dealers would probably have to work on declining prices. Personally, he said, he would like to see them adopt the rules of the National Hay Association. He spoke of the importance of a live membership committee and the inauguration of a campaign for new members.

Albert Todd, treasurer, of Owosso gave his report. It showed receipts of \$713.49, together with small bank balance, and disbursements of \$600.92, leaving a cash balance in the treasury August 3 of \$112.57.

Secretary Graham made his report, saying that the past year had been one of harmony and good will and that the organization now embraced 125 members in good standing.

Albert Todd opened the discussion of the question of a Michigan standard grade of hay. He stated that about two years ago the National Hay Association dropped the grade of "Standard," although this grade had seemed very satisfactory. He pointed out

ASSOCIATIONS

INDIANA OUTING

Secretary Riley announces that on September 2-3-4 at the Hotel Palmer, Lake Maxinkuckee, the Indiana grain dealers, millers, families and friends will gather for the annual outing which in the past has proved so pleasant.

No business is contemplated; it is just a get-together meeting, where good fellowship and good fishing are more important than good prices, and where boating and swimming and a few land sports on the side will give every man an opportunity to prove himself just as young as he ever was.

ACTIVITY IN ILLINOIS

The activity which the Illinois Grain Dealers' Association has shown in the interest of its membership ought to impress every shipper in the state that his interest and his duty prompt him to become a member of the organization. The following list of new and reinstated members shows that some firms are awake to their responsibilities:

A. W. Wrede, Piper City, Ill.; Reuel G. Crum, Little Indian, Ill.; F. C. Herron, Bryce Farmers' Elevator Company, Milford, Ill., P. O.; Winchester Farmers' Elevator and Mercantile Company, Winchester, Ill.; Hoosier Grain Company (reinstatement), Indianapolis, Ind.; Prunty & Fieber (reinstatement), Grayville, Ill.; J. S. Cameron (reinstatement), Elliott, Ill.

PUTTING IT STRAIGHT

Under the caption "Do You Know Your Own Business," Secretary Smiley of the Kansas Grain Dealers' Association has compiled some facts and figures which are of interest. They relate to the cost of doing business and are as follows:

Please pardon the above caption. But I am prompted in submitting the question on account of the apparent indifference of numbers of grain dealers to the charge made that they are robbing the farmers in their several communities in exacting unreasonable margins of profit in the purchase of grain. Promoters, having their own interest in view only, have made the statement that the cost of handling grain through an elevator is only 1 cent per bushel. Many farmers accept this statement as true, and invest their money in elevator property to find out later that the statement is false. The writer believes, and has believed for some time, that dealers should refute all such statements, and we know of no better way than to show the several items of expense of operating an elevator. Of course, the greater the volume of business, the less the cost per bushel for handling. Let us see what the cost of handling 1,000 bushels of grain is:

Salary for operator or owner.....	\$900.00
Salary for extra help 5 months in year.....	200.00
Insurance on plant, \$5,000@\$.130 per 100.....	65.00
Insurance on grain, \$5,000@\$.130 per 100.....	65.00
Taxes	45.00
Gasoline at 75 cents per thousand bushels.....	75.00
Incidentals, telephone, telegraph, etc.....	75.00
Annual traveling expenses.....	75.00
Inspection and weighing.....	160.00
Commission on half purchases.....	500.00
Repairs on plant, 3 per cent.....	150.00
Depreciation on plant, 3 per cent.....	150.00
Interest on investment, \$5,000 @ 6 per cent.....	300.00
Interest on money used in business.....	240.00
Total	\$3,000.00

Can you take any exceptions to the above itemized statement of cost? But this is not all we must add to the above; we must add misgrading and loss from shrinkage. We can only estimate this loss as it is greater some seasons than others. Loss from misgrades and shrinkage will amount to at least 1/2 cent per bushel and you may consider yourself fortunate if it is not greater. Then the total cost of handling one hundred thousands bushels of grain has been \$3,500, or 3 1/2 cents per bushel. Out of the operator's salary of \$900 per annum, he is supposed to contribute to charitable work, when called upon.

NEXT MONTH AT BALTIMORE

The National Grain Dealers' Association has been able to make each member feel that he is an integral and important part of the organization, as indeed



MICHIGAN DEALERS AT THE POSTUM CEREAL COMPANY'S PLANT, AUGUST 3

he is. The result has been a co-operation and general interest rarely if ever exhibited in other trade associations, and productive of great results. Always the annual meetings are attended by a large proportion of the membership, and this year the Baltimore convention will probably break all records for attendance. Every indication is that new marks will be set up that will last for some time to come.

Certainly no effort nor expense is being spared to insure a good time and a profitable time for all who come to test the hospitality of the Oriole City. Under the chairmanship of J. Collin Vincent, the Publicity Committee is constantly reminding the trade in various ways that there will be something doing on the shores of the Chesapeake on September 25, 26 and 27. The Chamber of Commerce has organized its

that there was a grade that could not be sold as No. 1 timothy but yet was better than No. 2 timothy. It was almost as good as No. 1 but did not have quite as good color.

T. J. Hubbard of Mt. Pleasant favored a standard grade, as did John L. Dexter of Detroit.

F. L. Young of Lansing spoke against the establishment of this grade as the rules of the National Hay Association were adopted for three years and he thought they should prevail for that length of time before any change was made.

Mr. Marks of Jackson also did not believe a standard grade was needed this season.

On motion by Mr. Hubbard the chair appointed a committee composed of T. J. Hubbard, W. A. Bunting and Albert Todd to draft an amendment to the rules establishing a grade known as Michigan

standard hay. This committee brought in the following report, which was adopted:

Your Special Committee on Grades begs leave to recommend that the National Association rules governing grades be adopted in their entirety, except that a grade known as Michigan standard be inserted between No. 1 timothy and No. 2 timothy. This grade shall be timothy hay containing not over $\frac{1}{2}$ clover or other tame grasses, fair color, with some brown blades and brown heads.

F. M. Towner of Morrice, chairman of the Arbitration Committee, related the Committee's actions in cases that had been submitted. He suggested that the chair appoint a committee of three to draft a set of rules that should govern the Arbitration Committee.

A motion by Mr. Young was carried that the Association adopt the arbitration rules of the National Hay Association at one-half the fees.

John L. Dexter of Detroit spoke on the subject of "Short Weights." He asserted that these troubles could be entirely eliminated if the country buyer would buy only and pay only on scale weights.

Mr. Todd was of the opinion that short weights originated with the baler. It was the custom of balers to mark weights only in fives and tens, so that if a bale weighed 131 it was marked 135 and so on. There was no excuse for balers giving wrong weights, he maintained, and the bale should be marked what it actually weighed.

It was moved and supported that the state law referring to weights should be printed and distributed among dealers of the state.

The report of the Nominating Committee, read by Secretary Graham, was adopted in its entirety, and the following officers were unanimously chosen: President, T. J. Hubbard, Mt. Pleasant; first vice-president, James Kerr, Melvin; second vice-president, J. B. Crawford, Ithaca; treasurer, Albert Todd, Owosso; secretary, John C. Graham, Jackson.

The following directors were chosen: A. J. Carpenter, Battle Creek; Fred Welch, Owosso; J. L. Dexter, Detroit; E. L. Wellman, Grand Rapids; F. L. Young, Lansing.

The Association went on record as being willing to pay but \$8 a ton for new hay, baled and loaded into the car.

Newly-elected President Hubbard was called to the chair and made a short address of thanks and appreciation, at the same time asking for the support of members during his term of office.

A rising vote of thanks was extended the Kellogg Toasted Corn Flake Company and to the Postum Cereal Company, Ltd., for their many courtesies and hospitality extended to the Association, after which the meeting adjourned.

POST TOASTIES

Ed Nettles as toastmaster made a new high record, 3 up on the green and one to go.

Pittsburgh was represented by Will Leubin of Geidel & Leubin.

A strong team pulled huskily for Toledo. It was composed of Will Cummings, with J. F. Zahm & Co., and John Luscombe, with Southworth & Co.

Anyone wanting cleaning machinery conferred with A. H. Smith, representing the Huntley Manufacturing Company of Silver Creek, N. Y.

One of the attractive souvenirs given away was a leather book enclosing a memorandum pad with the compliments of Chatterton & Son of Mt. Pleasant, Mich.

One of the busiest men at the meeting was A. J. Carpenter of the Carpenter Grain Company of Battle Creek. He was all the local committees rolled into one and chairman of each, and everything passed off on schedule time.

Expressions were general that in Tracy Hubbard of Mt. Pleasant the Association had secured the right president and that things in the organization would hum the coming year.

Chas. Flanley of the Flanley Grain Company of Sioux City, Iowa, attended the meeting and made new friends for his house.

R. G. Pearse of Swift Grain Company of Detroit called to mind when President Swift of his firm was a leading citizen and head of the principal grain firm of Battle Creek.

The Chicago grain markets were quoted at the Post Tavern, in the morning, from the local office of Hurlburd, Warren & Chandler of Chicago. J. J. Cahill is manager of this office.

The banquet was given at the Post Tavern at 6:30 o'clock in the evening and was more largely attended than any of the day's functions. President T. J. Hubbard introduced Toastmaster Ed. Nettles, traffic manager of Postum Cereal Company, Ltd., at 8 o'clock, and the following well known dealers responded in some stirring addresses: E. L. Wellman, A. J. Carpenter, R. Z. Allen, W. A. Bunting, T. J. Hubbard, Colonel Wooden.

NORTHWESTERN China contains some of the best wheat land in the world, that being the principal crop of the district. Wheat has been cultivated here for hundreds of years and still produces from 30 to 40 bushels per acre. All the country needs is direct railroad transportation. At the present time, when wheat is selling for 75 cents at Hankow, it can be bought for 25 cents in the Northwest Provinces.

HAY, STRAW AND FEED

R. L. Strohm sold his Ordway, Colo., feed business to A. S. Roberson.

The feed business of F. A. Roberts at Clinton, Ill., is to be discontinued.

Ben Fassero succeeds Fassero & Bertoldi in the feed business at Benld, Ill.

Wm. Coffman sold his feed business at Pawnee City, Neb., to Ralph Harrington.

Capitalized with \$2,500 the H. Q. Hay & Grain Company was formed at Wichita, Kan.

V. V. Burnheimer will engage in the feed, grain and flour business at North Waldoboro, Maine.

A feed and flour store has been opened up in the Busch Building at Algoma, Wis., by Frank Froemming.

The hay, grain, flour, and feed business at Jeanette, Pa., has been bought by E. J. Hart and T. P. Hunter.

The Pace Hay & Grain Company was granted a permit to build an additional shed to its plant at Tucson, Ariz.

A charter has been granted the J. P. Case Feed Company of Campbell County, Tenn. The capital stock amounts to \$10,000. J. M. Adkins, J. L.

Murphy of Chicago. Jacob Wandergerger, Alvin Tighe and C. F. Bindies are the organizers.

A receiving and shipping station is to be built on the Green Bay & Western line at Luxembourg, Wis., by Kilman & Challee, hay and grain dealers.

HAY INSPECTION AT OMAHA

The accompanying illustration shows one of the first cars of hay inspected by the Omaha Hay Exchange. It will be noted that the plugging system is used. Sixty bales are taken out of each car so that the chief inspector may go to the center and both ends of each car and thoroughly examine the contents to ascertain if the car is loaded uniformly with the same quality of hay, and whether it is hot, weedy, off color, etc. On the basis of this examination he issues the inspection certificate. This certification and record is used whenever necessary in adjusting differences between shippers, dealers or buyers.

The Commercial Club and Hay Exchange officers and members of the Exchange grouped in the picture are as follows: Top row—J. C. Pederson, chief inspector; R. M. Tyson, Farmers' Educational & Co-operative Union of Nebraska; G. E. Butler,



ONE OF THE FIRST CARS OF HAY RECEIVED BY NEW OMAHA HAY EXCHANGE

Fletcher, William Grant, J. P. Case and J. L. Rose are the organizers.

A feed and flour warehouse is to be built at Necedah, Wis., by William Grenberg Sons Company.

Thompson & Knapp have succeeded W. W. Thompson in the feed and flour business at Pierrepont Manor, N. Y.

The C. W. Bosler Company was organized at Wilmington, Del., to deal in grain, feed, flour, etc. The capital amounts to \$100,000.

The Louisville Feeding Company of Louisville, Ky., was recently incorporated by T. A. Blanford, F. E. Hoerter and Karl N. Zaeh. Capital stock is \$1,000.

H. D. Lampey, J. Lee Long, N. J. McBride, et al., have formed the Butler County Feed & Milling Company at Montgomery, Ala. The capital stock is \$50,000, of which \$20,000 is paid in.

J. D. Steele has retired from the firm, Steele & Payne Company, which conducts a hay, feed, grain and produce business at Charleston, W. Va., and has sold his interest to H. G. Davis.

Allen Kirkpatrick & Co., feed and flour dealers of Pittsburgh, Pa., have made an application for a state charter. C. M. Scott, Allen Kirkpatrick, Jr., and Geo. H. Calvert were the applicants.

The Dennis Bros. Company was incorporated at Dubuque, Iowa. The concern will engage in the wholesale hay, grain and flour business. The firm formerly operated as a co-partnership as Dennis Bros. The capital stock is \$60,000.

J. H. Murphy Feed Company of Milwaukee, Wis., was incorporated recently with capital stock of \$50,000. The company will operate the grain drying and feed plant which is being erected by J. H.

Butler Brothers. Second row—F. W. Judson, president Omaha Hay Exchange; E. A. Knapp, E. A. Knapp Company; Robert H. Manley, commissioner Commercial Club of Omaha; M. J. Hyland, Omaha Hay Company. Third row—T. B. Coleman, chairman Commercial Club's Trade Extension Committee; W. A. Ellis, secretary Omaha Hay Exchange. Bottom row—C. M. Rice, Nebraska Hay Company; two Exchange employees; M. Rosenblatt, Western Hay & Grain Company; chief car plugger; R. K. Brown, chairman Commercial Club's Executive Committee; Lew Bennett, Parsons Commission Company; F. P. Brown, E. A. Knapp Company; H. Foley, Foley Hay & Grain Company, and Fred Nelson, J. F. Tamley & Son. The picture is reproduced through the courtesy of the Commercial Club of Omaha Journal.

KANSAS CITY HAY MARKET

BY B. S. BROWN.

Owing to the continued dry weather the hay situation is growing much stronger in Kansas City. The timothy crop is good and the quality is above the average. The same is true of prairie hay, although alfalfa will be cut short. Not much over three-fourths of a crop of this is looked for. This, with the corn crop cut in two, is expected to affect values materially, especially if the weather continues as hot as it has been. Farmers have already begun to hold back their hay. The last week in July and the first in August witnessed a drop in receipts. This is partly occasioned by the embargoes which were put in effect by the Santa Fe and the Missouri Pacific. No hay was billed to Kansas City because of these embargoes. This and the action of the farmers in holding their hay is expected to lighten the receipts in the near future.

FIRES—CASUALTIES

Doland, S. D.—On August 1, the Eagle Elevator was burned to the ground.

Lake City, Iowa.—The elevator at this place was destroyed by fire together with about 5,000 bushels of grain.

Nebraska City, Neb.—The Duff Grain Company of Washington, Kan., lost its elevator here by fire not long ago.

Austin, Texas.—J. C. Martin & Bros., seed dealers, lost their stock and fixtures by fire with estimated loss of \$10,000.

Ottawa, Ill.—A corn elevator and crib on the farm of James Fanning near this town was destroyed by fire.

Saranac, mail Chester, S. D.—The grain elevator at this place was destroyed by fire. The total loss amounted to \$6,000.

Nebraska City, Neb.—Robert Mulkey, an employe of the Duff Grain Company here, caught his hand in the pulley and was severely injured.

Jonesboro, Ind.—The elevator and mill of the Charles F. Nabor Milling Company was destroyed by fire. Loss, \$20,000. Origin of blaze unknown.

East Somerville (Boston p. o.), Mass.—The business of the grain and feed firm, Nathan Tuffs & Sons, was destroyed by fire. Loss aggregated \$25,000.

Cuba, Kan.—Fire in the elevator of Richard Heinan threatened for a time to destroy that plant. The blaze was put out before serious damage was sustained.

West Bend, Wis.—On July 17 fire damaged the plant of the West Bend Malting Company of this place. The loss is estimated between \$50,000 and \$60,000.

Rankin, Ill.—George Petry's elevator with its contents was totally destroyed by fire on August 4. It is thought that the fire started from an overheated journal.

Ellis, Kan.—The Wheatland Elevator here burned on July 28 with \$50,000 losses. The origin of the fire is unknown. The loss is partially covered by insurance.

Fairmount, Ind.—The elevator and the flour mill of the Chas. F. Nabor Milling Company here burned on July 14. Loss aggregated \$25,000, partly covered by insurance.

Kandiyohi, Minn.—The Independent Elevator located here, owned and managed by P. E. Lundquist for the past 25 years, burned to the ground. The origin of the blaze is unknown.

Paris, Ill.—Lightning struck the Logan Elevator located at Paris on July 20. The blaze was extinguished before severe damages were done. Victor M. Scott was the proprietor.

Karlsruhe, N. D.—The elevator plant owned by R. P. Kanning was burned to the ground. The elevator had a capacity of 35,000 bushels and about 15,000 bushels were consumed.

Capac, Mich.—Fire of incendiary origin, it is thought, threatened to destroy the Dinsmore Elevator. The blaze was put out, however, before any serious damage was sustained.

Lidgerwood, N. D.—The St. Anthony and Dakota Elevator located at this point was consumed by fire on July 19. It is not known what caused the conflagration. The plant was insured.

Kearney, Neb.—The corn crib and granary on the farm of Ray Merryman, near this city, was struck by lightning and destroyed. A new corn crib and granary will be constructed immediately.

San Jose, Cal.—Spontaneous combustion occurred in the plant of the Salinas Valley Grain & Produce Company, resulting in the entire destruction of the plant. The loss was estimated at \$70,000.

Fessenden, N. D.—On August 4 the two elevators owned by Carl Krueger and the "Soo Line" stock yards, were burned. Loss is estimated at \$30,000. The cause of the destructive blaze is unknown.

Park Rapids, Minn.—The grain elevator of the Park Rapids Mill & Elevator Company was struck by lightning during a severe storm on August 4. Quick work saved the building from destruction.

Los Angeles, Cal.—The Hardesty Feed & Fuel Company located here suffered \$10,000 losses when fire, which was caused by spontaneous combustion, broke out in its barn. The entire plant was burned.

Starbuck, Minn.—Fire, caused it is thought by overheated machinery, consumed the elevator here together with several other small buildings. The loss is reported to be between \$12,000 and \$15,000

with \$6,000 insurance on elevator and \$6,000 on grain, coal, etc.

Edgar, Ill.—The D. M. Stotts Elevator here was struck by lightning but no great damage was done.

New Rockford, N. D.—On July 25 the elevator plant of the Ely-Salyards Elevator Company was burned. The fire was caused by spontaneous combustion. The loss amounted to approximately \$20,000.

Bascom, Ohio.—The roof of the Sneath & Cunningham Elevator here was slightly damaged by fire which started from a spark from the smokestack. The blaze was extinguished before serious damage was done.

Greason, Pa.—While playing hide and go seek with his playmates, John Kerns, aged 13 years old, hid in a bin of corn in the warehouse of J. H. Sheaffer. He was drawn down under the grain and smothered to death.

Minneapolis, Minn.—When the ladder on the new Soo Line Elevator here broke two workmen were killed and eight or 10 injured. The ladder was loaded with descending concrete workers when it suddenly buckled and snapped.

Duluth, Minn.—Ole Peterson was smothered to death in the Capitol Elevator by grain. He was working on the edge of a bin and lost his foothold and fell into the grain. When his body was recovered, an hour later, he was dead.

Parshall, N. D.—The plant of the Parshall Farmers' Co-operative Elevator Company was burned with loss of about \$25,000 on the building and its contents. All but \$4,000 was covered by insurance. The origin of the fire is unknown.

Saltcoats, Sask.—Fire on July 22 destroyed the plant of the Saltcoats Flour Milling Company, consisting of mill, elevator and 10,000 bushels of wheat together with several hundred bags of flour. The loss of \$50,000 was covered by insurance.

Minneapolis, Minn.—Slight damage was done to the elevator plant of the Martin Elevator Company by fire. The fire had been smoldering for several days before discovered. About 25,000 bushels of wheat were stored in the plant at the time.

Burrton, Kan.—Fire was discovered in the plant of the Halstead Mill & Elevator Company on July 20. Part of the 3,000 bushels of corn and a carload of wheat were damaged by water. It is thought that fire started when plant was struck by lightning.

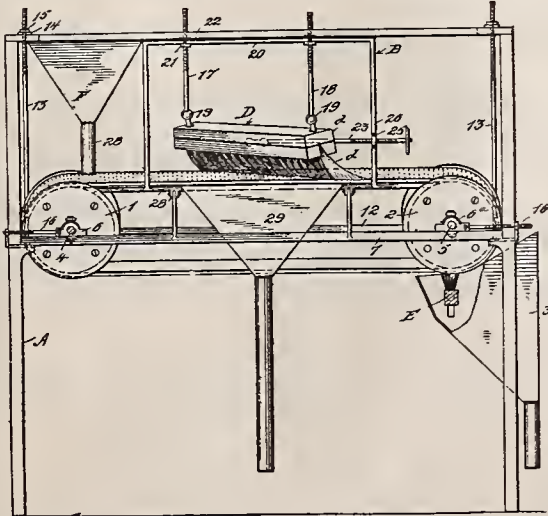
Coin, Iowa.—The E. T. Stratton Elevator here was totally destroyed on July 27 by fire of unknown origin. The loss was fully covered by insurance. Insurance of \$2,000 was carried on the building and \$1,000 on the machinery, including the gas engine and scales.

GRAIN TRADE PATENTS

Bearing Date of July 11, 1916

Seed Separator.—Herman J. Piepgras and Benjamin M. Holt, Caldwell, Idaho. Filed June 18, 1914. No. 1,190,950. See cut.

Claim: A seed separating machine comprising a movable seed carrier having a surface formed with a plurality of cells arranged in rows transverse to the line



of movement of the carrier and the adjacent cells being connected in the line of the rows, the adjacent rows being separated by a thin serpentine rib of rubber and the carrier being inclined transversely to the direction

of its movement, whereby seeds drop off the lower edge of the carrier.

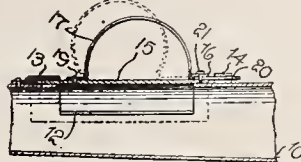
Feed Mill.—Orio W. Nottingham, Shonkin, Mont. Filed March 24, 1914. No. 1,190,793.

Bean Clipper.—Morgan J. Langton, Oswego, N. Y. Filed October 8, 1915. No. 1,190,303.

Bearing Date of July 18, 1916

Grain Spout Door.—Ole H. Braaten, Halliday, N. D. Filed March 13, 1916. No. 1,191,148. See cut.

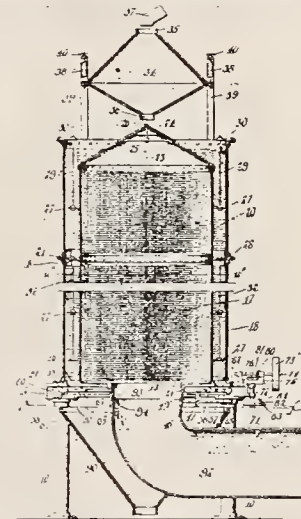
Claim: The combination with a grain spout having an opening in its wall, of a pocket formed upon the exterior face of the spout adjacent the lower end of the



opening, a door having its lower end adapted to be inserted in said pocket, and means for latching the upper end of the door to the wall of the spout, said means comprising a resiliently projected latching member forming a handle for the door.

Grain Drier.—Frederick A. Wegner, Buffalo, N. Y. Filed April 30, 1913. No. 1,191,753. See cut.

Claim: In an apparatus of the kind described, the combination of a casing having a grain inlet at its upper end, and a series of discharge openings at its

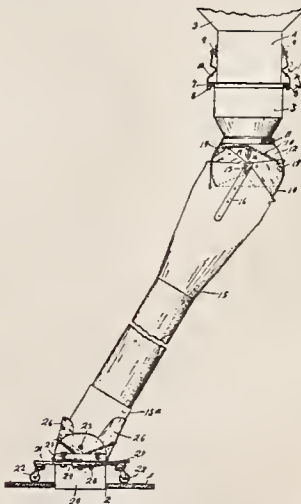


lower end, and a single regulating and controlling device provided with a series of openings to be brought into position to permit discharge of grain from said discharge openings, said device controlling the discharge of grain through said openings in proportion to the feeding of grain into said casing.

Bearing Date of July 25, 1916

Flexible Grain Spout.—Leonard E. Wray, Minneapolis, Minn. Filed January 31, 1916. No. 1,192,485. See cut.

Claim: The combination with an upper spout section, of a distributing spout receiving therefrom and pivotally supported at its upper end for swinging movements to



either side of a vertical line, and yielding joint devices mounted on the pivotal support of said spout and extendibly connecting the opposite sides of said distributing spout to the said upper spout.

THE MAN WHO PROFITS IS THE MAN WHO BELIEVES

BY N. L. WILLET.

Occasionally an absolute marvel comes into the agricultural world. These very often prove of infinite economic value to the farm world. Time was when our oats rusted in the South. We can not grow white oats, for example. The advent of the red rust-proof oat meant that it was thereafter possible for the Southern oat grower to exist. But the red rust-proof oat is late, and as we oftentimes have an April and May drought in the South this oat is sometimes a failure or semi-failure. This oat, too, is heavily bearded and a bearded oat carries danger

in feeding and, of course, is a total loss to the buyer when he buys 32 pounds of oats.

Some four or five years ago Fulghum oats were produced in Augusta's suburbs; it is not known how. This oat is as large in grain and in plant as any oat. It is wholly beardless and is a safe feeder. It is three weeks earlier than other oats and gives the farmer a leeway to put in a second crop. Furthermore, it has stood now for several years in our Northern States 18 degrees below zero. In Virginia and Missouri, for instance, and other states of that latitude, it is as early as any of the spring oats and has been more productive. It only remains for this oat to be known before there will be a rush in the Northern States to grow it just as there has been a rush in the Southern States during the past four years. In Georgia probably one-half of our oat growers have gone to Fulghums; and this year probably there will be three-fourths.

Here in Georgia we have had for three continuous years a spring drought. This year very many growers of Texas oats did not even cut them for hay. Our other rust-proof oats, such as Applers, Bancroft, 100-bushel, etc., did not make on an average this year more than one-half crop; but for three years the Fulghum oats have never failed to give us full crops. I know large growers in the state who will make 70 bushels per acre.

Things in the agricultural world move exceedingly slowly. Our agriculturists are 10 or 15 years behind the Agricultural Department at Washington. Agricultural evolution works slowly; but what is to prevent a progressive individual farmer from getting ahead of this slow evolution and of reaping the benefit? The early Georgia Fulghum growers who credited the Fulghum story three or four years ago were able to get two prices for their Fulghum oat crops.

OBITUARY

CARY.—John R. Cary, a grain man of Richmond, Va., passed away not long ago.

ORR.—Wm. Orr, a well-known grain man of Orrs Mills, N. Y., passed away aged 50 years.

REINICKER.—Heart failure caused the death of Wm. J. Reinicker, a retired Baltimore (Md.) grain merchant.

GARBER.—Andrew M. Garber died at the age of 65 years at Lancaster, Pa. He was a grain dealer and miller.

LAMB.—At the age of 60 years, Geo. F. Lamb of Greenfield, Mass., died. Mr. Lamb was a grain dealer at that place.

JOHNSON.—Samuel Johnson, owner of the Independent Elevator at Danvers, Minn., passed away at Minneapolis not long ago.

SMITH.—Geo. R. Smith, a pioneer grain dealer of Pratt, Kan., died on July 26 from injuries received in an automobile accident on June 12.

BELCHER.—On July 31, A. W. Belcher died in Milwaukee, Wis. He was formerly well known in the Milwaukee Chamber of Commerce.

RATTERMAN.—Frank A. Ratterman, a wholesale and retail grain dealer of Louisville, Ky., died not long ago. His death was caused from a tumor on the brain.

GORVIN.—Meningitis resulted in the death of Herbert W. Gorvin, of the Grain Products Company of Wichita, Kan. He was 31 years old and is survived by his widow and two daughters.

CARY.—After a long illness Philip F. Cary died at his home in Kansas City, Mo. He had been a member of the Board of Trade for 20 years, and was engaged in the grain business.

SALISBURY.—At the age of 34 years Richard S. Salisbury died in Milwaukee, Wis. He was connected with the Chamber of Commerce and at the time of his decease was chief grain inspector. He is survived by his widow.

SMITH.—Jacob Smith, an employe of the Cincinnati Grain Company of Cincinnati, Ohio, was killed while on his way to work. It is believed that as he was riding to his place of employment he fell between the cars of the train.

MILEY.—At the age of 69 years Geo. W. Miley died at his home in Chicago, Ill. Mr. Miley had been a member of the Chicago Board of Trade for 40 years and was engaged in the grain business. His widow and one son survive.

HODGKINS.—Bright's disease caused the death of Elbert Hodgkins, wheat buyer for the Kehlor Flour Mills Company, and member of the St. Louis Merchants' Exchange, at his home in St. Louis, Mo. Mr. Hodgkins was 62 years old.

LOFTUS.—Cancer caused the death of Geo. S. Loftus, sales manager for the Equity Co-operative Exchange of St. Paul, Minn., on July 14. Mr. Loftus had been interested in the Farmers' Society of Equity for many years. He leaves a widow and four children.

MURDEN.—Paralysis caused the death of Frank Murden of Peoria, Ill. Mr. Murden had been identified during his business career with the grain business and railroad interests. At the time he was stricken, four years ago, he was manager of the Central City Elevator. At various times he was identified with different Board of Trade firms.

BUELL.—Heart disease caused the death of John Floyd Buell at Topeka, Kan. The deceased was a pioneer grain dealer of eastern Kansas. Shortly after the close of the Civil War, Mr. Buell opened up a grain elevator at St. Mary's, Kan. Thirteen years ago he was appointed assistant grain in-

spector and he held that position until the time of his death.

BLAKER.—Alfred Blaker died at his home in Pleasanton, Kan. He was for many years a member of the Kansas City Board of Trade and a former dealer in grain at that place. Eight years ago he moved to Pleasanton, where he engaged in the grain, lumber and milling business.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

GALE BROS.' ELEVATOR, CINCINNATI, OHIO. For prices and complete description of plant, write GALE BROS., CREDITORS' COMMITTEE, Cincinnati, Ohio.

ELEVATORS FOR SALE

LOCATION—	STATE—	CAPACITY—
Perkins	Iowa	18,000
Hinton	Iowa	22,000
Alvord	Iowa	25,000
Sioux Center	Iowa	20,000
Garretson	South Dakota	22,000
Sherman	South Dakota	40,000

These points will warrant careful investigation. Correspond with us. THORPE ELEVATOR CO., 1108 First National-Soo Building, Minneapolis, Minn.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FERRETS

One thousand good ratters, hunters. Breeding stock sale. H. BREMAN CO., Danville, Ill.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

POSITIONS WANTED

WANTED

Position as manager of elevator, by good, all-around man. Have had eight years' experience. MANAGER, Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

MACHINERY

FOR SALE AT A BARGAIN

Several double stands Wolf Rolls, 9x24 and 9x30. In good condition. THE REA-PATTERSON MILLING CO., Coffeyville, Kan.

FOR SALE

One 40-horsepower stationary gas engine in first-class condition. Full particulars on application. Write to THE ADVANCE MACHINERY COMPANY, Toledo, Ohio.

FOR SALE

A 5-horsepower DuBois Gasoline Engine with circulating tank, new; bargain. Also some bargains in refitted gasoline engines. STANDARD SCALE CO., 1345-47 Wabash Ave., Chicago, Ill.

ENGINES FOR SALE

Have overstock of 5, 8 and 12-horsepower Northwestern Horizontal Engines on skids or with trucks. Will make right prices to buyers desiring engines this fall. NORTHWESTERN STEEL & IRON WORKS, Eau Claire, Wis.

SCALE BARGAINS.

Newly Overhauled. Good Condition. Guaranteed. Immediate Shipment.

4, 5 and 6-ton Standard Wagon Scales.
5, 6, 8 and 10-ton Fairbanks Wagon Scales.
6 and 8-ton Howe and Columbia Wagon Scales.
2,500, 3,500-lb. Fairbanks Dormant Scales.
2,500-lb. Chicago and Buda Dormant Scales.
Also Portable Scales.

Write for Low Price and Full Information. STANDARD SCALE CO., 1345-47 Wabash Ave., Chicago, Ill.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

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We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

FIELD SEEDS

A large seed warehouse is to be erected at Nampa, Idaho, by the Nampa Flour & Feed Company.

A branch is being established at Parsons, Kan., by the Marley Wholesale Seed Company of Wichita, Kan.

The Illinois Seed Company now occupies its new headquarters at 349-369 E. North Water Street, Chicago, Ill.

Frank Andres' interest in the North Side Seed Establishment at Linden, Mich., has been bought by B. W. Madill.

The Courteen Seed Company of Walla Walla, Wash., has filed incorporation papers with capitalization of \$50,000.

Albert Dickinson Company of Chicago, Ill., has bought a double roller mill from the Allis-Chalmers Manufacturing Company.

The charter of the seed and grain firm, Hogg & Little, at Toronto, Ont., has been amended, changing capital stock from \$150,000 to \$300,000.

The Mills Seed Company of Washington, Iowa, has filed a petition of voluntary bankruptcy. Liabilities are listed at \$72,611.24 with assets of \$16,497.19.

A new seed warehouse of concrete construction and equipped with modern conveniences is to be built at Kimberly, Idaho, for the Idaho Seed & Produce Company.

The capital stock of the John H. Allan Seed Company at Sheboygan, Wis., was increased from \$230,000 to \$280,000. E. N. Parmlee is president and A. L. Sommers, secretary.

The Chicago Seed Company was recently formed at Chicago, Ill. The company has capital stock amounting to \$5,000. Chas. H. Hammill, Samuel Guesdorf and Harry Markheim are interested.

For the purpose of dealing in seeds and grain, the Lackawanna Terminal Company was formed at Jersey City, N. J., with stock of \$100,000. H. W. Doughten is president.

To handle a stock of seeds and grains the C. E. Nichols Company was formed at Lowell, Ind., with capital stock of \$30,000. C. E. Nichols, Carl N. Gragg and E. H. Ruge are the directors.

At St. Paris, Ohio, the Duncan Seed, Hay & Grain Company was incorporated, capitalized with stock of \$10,000. John Duncan, C. M. Duncan, Honora B. Duncan and M. J. McMorran were the incorporators.

The U. S. Warehouse and Elevator at Kansas City, Mo., has been purchased by the Rudy-Patrick Seed Company of that city from A. J. Stahl. The consideration was \$21,375. New owners will remodel the elevator, bringing the investment to \$300,000.

The Farmers' Exchange of Billings, Mont., expects to build a new building there in which farmers of the neighboring vicinity may transact business. The Exchange will further accommodate the farmers by carrying a complete line of seeds and other commodities.

The Wisconsin Seed Dealers' Association was formed at Milwaukee, Wis. David Rosenheimer was elected president; Edwin L. Rosenberg, vice-president; Edwin J. Pick, secretary, and John Young, treasurer. A fuller account may be found in the Milwaukee News Letter.

The Henry Field Seed Company of Shenandoah, Iowa, surprised its 107 employees, who had been with concern 15 weeks or more, with a labor dividend of 10 per cent of the profits of the past year. The company was formed in 1895 and incorporated in 1907. This year's business amounted to \$412,912.29.

At the recent annual meeting of the A. A. Berry Seed Company of Clarinda, Iowa, it was found that the business had increased over a quarter of a million during the past year. Two new buildings are being built and the capital stock has been increased from \$150,000 to \$300,000. A. A. Berry is president of the concern.

In a recent market letter of C. A. King & Co., of Toledo, the following "word movie" was "run off":

Great men are modest. Albert Dickinson was one of the greatest in the seed world. He mustered out several years ago. Intense was his middle name. He was a slave to work. He secured very profitable results. Now he devotes himself to pleasure. He enjoys Orange City, Fla., about eight months in the year. Summers he travels. He has large investments in Chicago. Tennis has been his favorite recreation. It takes an average of 225 to beat him. When in active business he would bowl evenings. He was shy about the ladies until a few years ago when he embraced a life partner. Both are happy, enjoy good health and the Florida climate. He says it is a great place for elderly people to renew their youth. We will visit there soon as we arrive at the age of discretion. He has furnished cot-

tages to rent. War talk reminds him of his youth. He was in the Civil War from early 1861 to July, 1864. He was a mere lad but a great gunner. His execution was exceptional. So it was in the seed business. The firm goes on forever. It was a family affair. Charles Dickinson is now the director general and another great one like his brother Albert. He has scores of expert assistants. Seed men who visited the convention there were amazed at the wonderful and gigantic institution. It is the greatest in the world. There are others but of a smaller capacity.

During the months of August, September and a part of October, a special demonstration car, containing exhibits dealing with the scientific selection of better seed, will make a tour of the Frisco lines in Oklahoma and southern Missouri. The car will be equipped with lecture room which will accommodate 60 people. The demonstration work on the tour will deal particularly with corn, cotton and cane seed.

G. D. Sutton & Co. of Mason City, Ill., are planning the erection of an addition to its plant which will be 36x140 feet. The building will be equipped with modern machinery for handling corn. The seed will pass from the dump to big cribs holding 6,000 bushels of corn for the sorters, and a drag will carry the cull corn to the cull cribs and another drag will carry the seed to the big vaults, the husks and silks being carried away by a big fan.

Grain and
Seeds

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

EXPERIENCED SALESMAN WANTED

An equal partner in well established, prominent, growing mail order seed business located in Missouri. Established eight years; the fastest growing house in Central States; sales increasing 50 per cent each year. A real chance for the proper man who has character, integrity, and enough capital to handle half interest. Correspondence solicited; all confidential. MISSOURI SEEDSMAN, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

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We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

WE BUY AND SELL

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Grains Seeds Provisions
TOLEDO, OHIO

THE ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell

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DWARF E RAPE

WHOLESALE ONLY
JUST ARRIVED FROM EUROPE
ASK FOR PRICES

I. L. RADWANER, - New York City

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Wheat, Oats, Maize, Kaffir, Feterita, Millet, Cane Seed, Ear and Buck Corn, Alfalfa, Bermuda and Prairie Hay.

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If you want to buy do likewise.

Connection at every Station in the Panhandle.

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A 100-page Southern seed encyclopedia. Large dealers in Cotton Seeds, Velvet Beans, Cow Peas, Soy Beans, Sudan Grass, Peanuts and all manner of Southern farm, Garden, Forage and Grass Seeds.

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7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

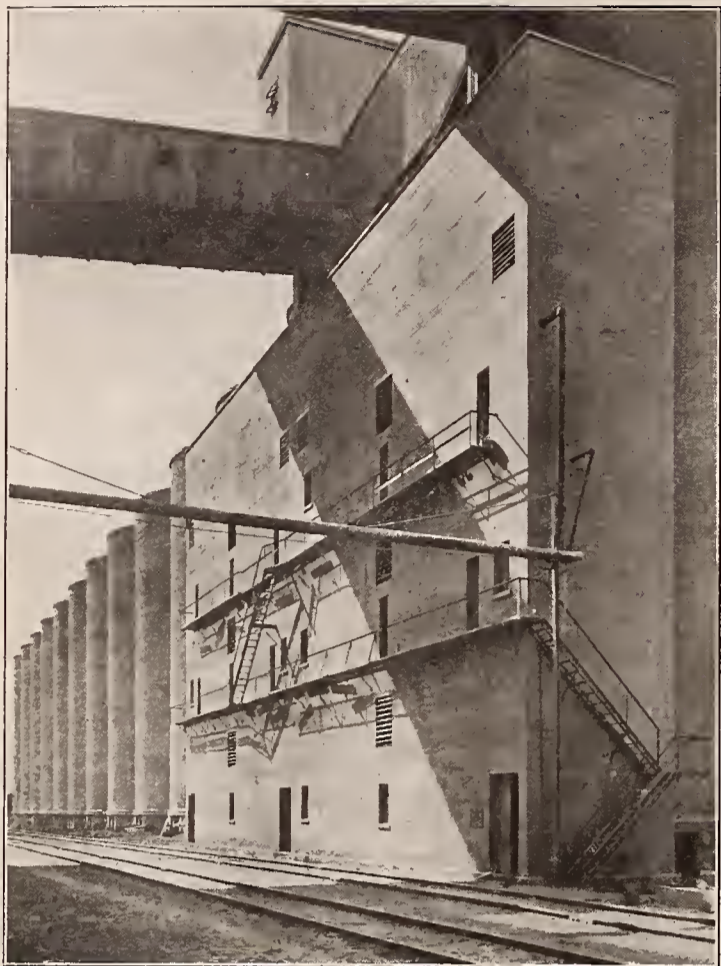
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To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis



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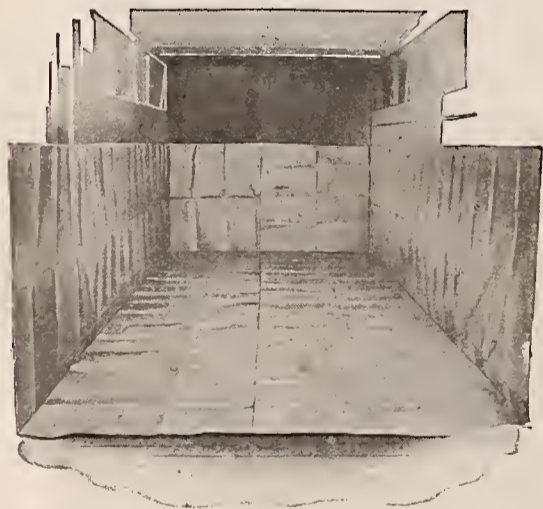
Just finished, for the Armour Grain Co. at the Neola Elevator, Argentine, Kan. (Sante Fe Ry. Co.) This is a four unit machine. Dries any kind of grain or seed, in batches or continuous flow. Operated by electricity and may be run night and day without running the main house. The drier was supplied, together with the reinforced concrete housing, motors, spouts, etc., complete, by the

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Thousands of grain shippers are today making their cars absolutely leakproof before loading by using the Kennedy Paper Car Liners, a quick, cheap, convenient, effective and economical remedy, thus preventing heavy transit losses and eliminating those long-drawn-out claim adjustments.

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Kennedy Car Liners actually stop the losses, deliver your grain at terminal points in as good condition as when it left your house. From our observations 50% of the shippers' losses are caused by shipping grain in bad order cars with defective ends and corners, cracks in sides or floors, defective doors, etc. The great majority of progressive grain shippers all over the country have adopted our system of protection and more than saved many times the price of the liners.

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The harvest is here and you will soon be loading grain for market. Do not wait until the rush is on with bad order cars on your siding. Prepare now by sending for an assortment of these liners and be ready for any emergency. That next leaky car may lose you more money than a dozen liners. Write today.

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GRAIN, HAY, STRAW, MILL FEED
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Offer the very best facilities for the market-
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Rates on application.

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Shippers and Receivers
Graded types of hard and soft milling wheat
All other kinds of grain
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THE HARRINGTON-PLUMER MERCANTILE CO.
WHOLESALE
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Colorado's Largest Alfalfa Shippers
1335 TWENTIETH STREET
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We Buy and Sell GRAIN
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Manufacturers of High Grade Soft Wheat Flour
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The Hungarian Milling & Elevator Co.
Wholesale
GRAIN & FLOUR
Denver, Colo. {Largest Grain Dealers in
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ROPP'S CALCULATOR—Invaluable for Grain Deal-
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glance the value of wheat, corn, rye, oats, barley, seeds, etc.,
at all market prices per bushel. Trade discounts, stock
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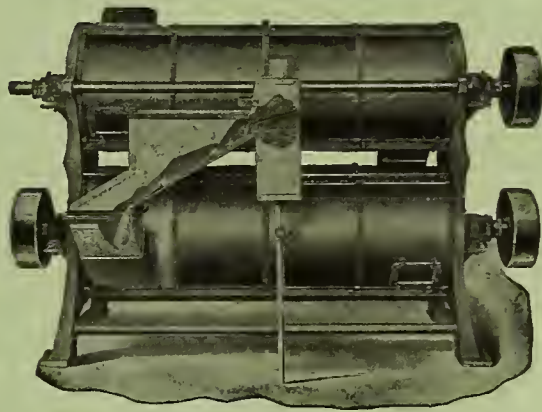
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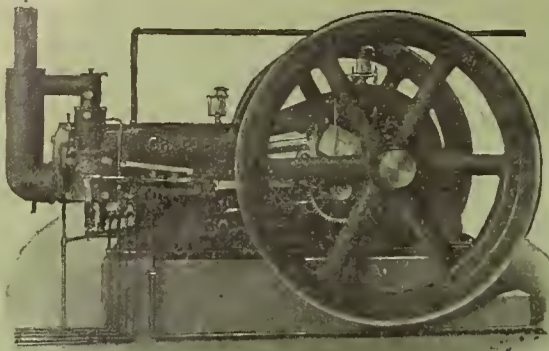
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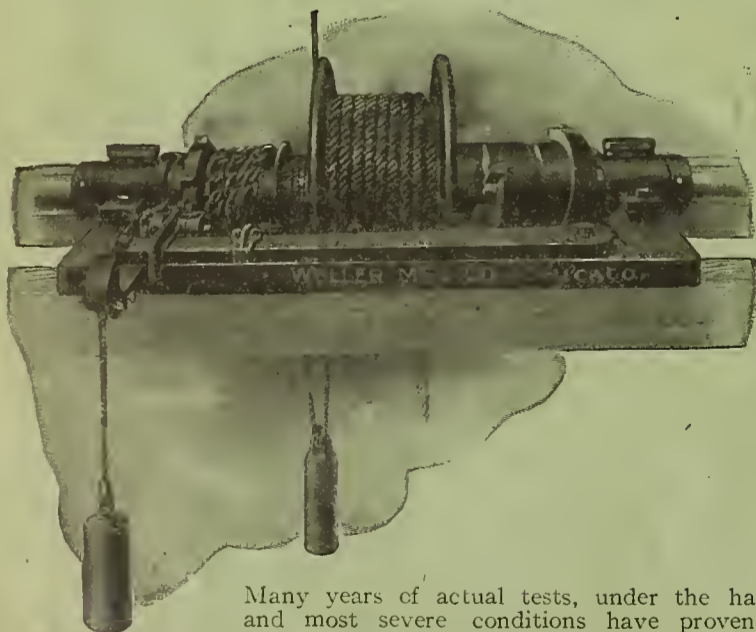
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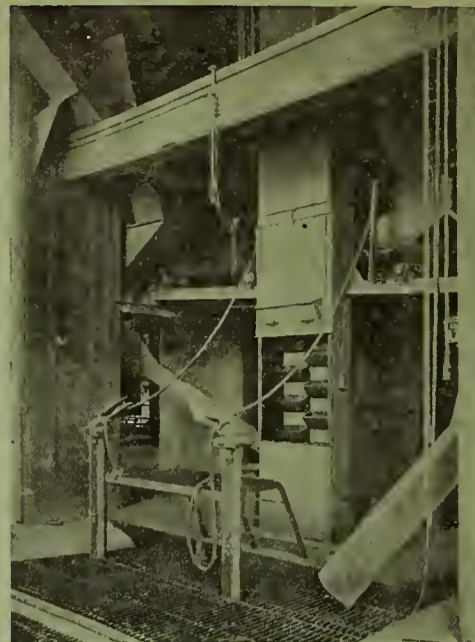
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